Board of Trade Journal

THE UNIVERSITY OF MICHIGAN
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Volume 192, No. 3655 Published by Her Majesty's Stationery Office 7 April 1967

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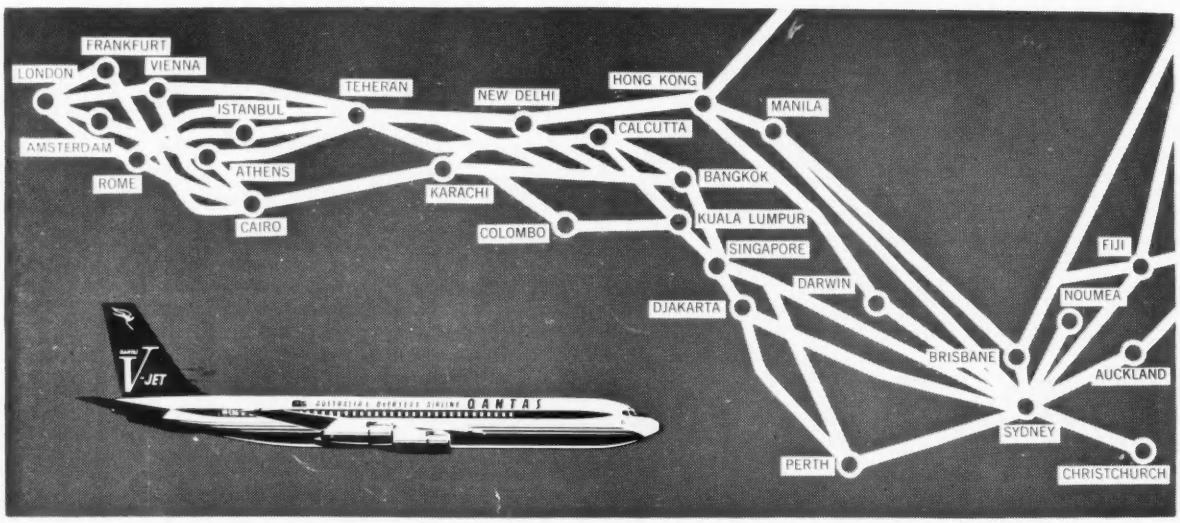

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VOLUME 192, NO. 3655, PAGES 849-912
7 APRIL 1967
PRICE 1*s.* 6*d.* NET, SUBSCRIPTION INCLUDING POSTAGE £5 6*s.* 8*d.*

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Front cover photograph

An ERF Model 66 CU160 lorry proving its worth in the canefields of El Salvador. Reports are that local interests have been greatly aroused by this and other ERF units operating in the area. ERF Ltd. of Sandbach, Cheshire, are confident that this interest will lead to more valuable export business in Central America.

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Subscriptions and sales inquiries should be addressed to the publishers at any of the above addresses.

Editorial Communications should be addressed to the Editor, *Board of Trade Journal*, Room 127, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2654.)

The views expressed in contributions to the Journal emanating from other than official sources are not necessarily those of Her Majesty's Government.

Advertisements. Inquiries from the London Postal Area concerning the insertion of advertisements should be addressed to Her Majesty's Stationery Office, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1. (City 9876, Ext. 6147.) Inquiries from other parts of the United Kingdom should be addressed to Cowlishaw and Lawrence (Advertising) Ltd., Memorial Hall Bldgs., 16 Farringdon St., London, E.C.4. (Tel. City 3718.)

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The Board of Trade has recently issued two new Export Handbooks—'*Services for British Exporters*' and '*ECGD Credit Insurance and Financial Support Services*'. Together they contain 164 pages of information that every exporter should have. To get as many free copies of these two Handbooks as you require for distribution to your export staff, write now to Information Division (Room 643), Board of Trade, 1 Victoria Street, London, S.W.1.

Or call us at: Belfast (Ministry of Commerce) Belfast 28271 Telex 74578 · **Birmingham** MIDland 8221 Telex 33702 · **Bristol** 21071 Telex 44214 · **Cardiff** 65426 Telex 49267
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COMMERCIAL SERVICES FOR EXPORTERS – 13

How public relations can service the exporter

By Peter Bloomfield, Director—Institute of Public Relations

SIR FIFE CLARK, Director General of the Central Office of Information, said recently: 'Private industry has tended to lag behind the Government and public services in its use of public relations'. In no field is this more true than in exporting. The export services provided by the British Government and some of its agencies must be quite the most extensive of any country in the world and nowhere are these more impressive than at the Central Office of Information, which spends around £11 million a year on promoting Britain and the policies of the British Government at home and abroad. And yet all investigations overseas show a serious unawareness of British industrial achievement. One such investigation recently showed that only Austria and the Philippines amongst Britain's leading export markets, were aware of an intensive British export drive. Britain has, and continues to lead the world in many technological achievements but ask an average American, for example, who invented television, the jet engine, hovercraft, the first computer, atomic power or discovered penicillin and the chances are you will get the wrong answer. Why have we singularly failed to 'put our story across' in recent years? A clue may be found in our deep-rooted pride in tradition, something which may have been exploited successfully as a tourist attraction but may have concealed our true modern scientific, industrial and commercial achievements. An American asked recently, why we didn't change our traditions more often! A German commentator, when asked about various national images, suggested: France – the Caravelle; Italy – Pirelli and Farina; Britain – the hansom cab, gaslight, port wine and pheasants!

Whatever the reasons, the general image of Britain and the British overseas is not working in our industrial favour and there is an urgent need to change this by whatever means are available to us. Such means are readily available and they can be summed up as an intelligently intensified use of public relations and, in particular, full use of Government and commercial PR facilities, which are considerable.

The primary objective of public relations in this context is to shape local opinion, although there is much confusion between its product – and service – as opposed to its policy – and prestige-selling job. Getting news coverage of new important installations, new products, new applications, or new services; communicating company policy statements; publicizing speeches made abroad by key executives, interviews with executives and overseas visitors, announcements of promotions or key distributor-dealer appointments; covering participation in trade fairs or industry exhibits; contending with unfavourable nationalist attitudes or legislation; creating an image compatible with local preferences but accommodating the global proportions of the corporate structure – these are some of the complex PR problems often faced by companies in overseas markets, quite apart from their more direct product or service selling activities.

Thomas H. Miner, who is President of an international business consulting firm in Chicago, summed this up recently as follows: 'Today we must compete against revitalized foreign industries capable of turning out most of the products we offer. We must sell against marketing skills that foreign manufacturers have largely learned from us in the first place and then adapted to the special circumstances of their own countries. Above all, we must compete against rising feelings of nationalism and the drive for industrial self-sufficiency that spell 'Yankee stay home' to people fearful of economic domination by American business and capital. This is why companies entering foreign markets must pay special attention to their PR. In fact, I believe that good PR is even more important for companies that go abroad than for the stay-at-homes. The latter have plenty of competition for home dollars, but at least they're not considered interlopers in the market place'.

Wise words indeed, and they apply equally to the British exporter. But what can professional public relations expertise do for the British exporter and how can it be done? The first principle is the old maxim that good publicity cannot sell a bad product – not for long anyway. This applies equally to a product or service or reputation of anything from the largest corporation to the most insignificant individual. Furthermore, if you try to do so for short-term gain, the long-term effects in an overseas market, as at home, could be disastrous. Included in this category, are packaging, price, after-sales service, delivery and distribution and, of course, the right product adapted where necessary to local conditions. These points in themselves justify detailed examination but are outside the scope of this article. Nevertheless, a good public relations practitioner will start by studying these points having thoroughly acquainted himself with the market and researched opinions and attitudes where necessary.

In considering how best to plan and execute a public relations programme in an overseas market, it must be remembered that it is most important to use a national of the country in question to achieve a full understanding of public opinion and the maximum effectiveness of local communications media. This is easier said than done because competent, experienced and reputable PR practitioners may be few and far between in all but the most industrially sophisticated countries. If in any doubt select a British or US public relations consultancy (or counsellor as they are known in the United States) with a wide network of overseas companies or associates. There are now a large number of well-established PR consultancies in the United Kingdom, either independent or connected with advertising agencies, and many of these can offer an overseas public relations service. One of the great advantages of using such a consultancy is that the campaign can be controlled and directed centrally.

A few words now about public relations methods overseas. As stated earlier, there are a number of highly efficient services provided by the Government for exporters and these are free of charge.

There are many detailed factors to consider in planning an export PR campaign from technical translations right down to the selection of stationery styled to suit foreign filing systems and copy-

ing machines and to cover every aspect in detail would take a lot more space than is available here.

The following then can be considered as a 'PR for Exports' check-list which is by no means exhaustive but attempts to cover the basic principles.

(1) Aim always to create a favourable climate for British goods generally – if there is a generally unfavourable climate then it makes it more difficult to promote the individual product or service;

(2) Use the Government publicity services available such as: Overseas Information Services of the Central Office of Information; Export Services Branch of the Board of Trade; Commercial and Information Officers at British Embassies and High Commissions in foreign and Commonwealth territories. Use also the British National Export Council and its regional Committees;

(3) Use Chambers of Commerce and trade associations where they provide export services and co-operative schemes;

(4) Financial assistance may be granted by the Board of Trade for co-operative market research and overseas trade missions, even towards some overseas publicity costs;

(5) Use *overseas press publicity* where possible by distributing your news through:

Overseas Press Services of the COI

Photographic Press Services of the COI

International news agencies (i.e. Reuters or Associated Press)

Direct to overseas newspapers (addresses can be obtained from reference books, such as 'Overseas Newspapers and Periodicals' or Universal News Services will transmit news for you for a fee).

Overseas press correspondents in London (list published in a booklet available from the Board of Trade).

Remember that many British trade and technical magazines are distributed widely overseas, so make certain they are included.

(6) Use *overseas radio broadcasting facilities* by distributing your news through:

COI who record about 3,500 programmes a year for broadcast from local stations overseas. These range, in many languages, from one-minute Newsline items to 15-minute features. Almost half of all programming is based on industry and science;

BBC External Services who are not shy of giving commercial publicity in their large number of overseas broadcasts.

(7) *Films, Television and Newsreels*

The **COI** produces its own films through commercial contractors and acquires overseas rights in general prestige films made by industrial concerns for their own use. Sometimes films are jointly produced by COI and industry, the costs being shared. Also, over 1,000 industrial stories are included annually in the COI regular television and newsreel services. The **BBC** and **British Council** will also be interested in prestige films for showing overseas.

In overseas territories where, through language difficulties or even illiteracy, visual presentation is of prime importance, the exporter must exploit this publicity medium to the full. An interesting new development in this field is the current work of *Visnews*.

Visnews, the international newsfilm agency, was formed in 1957 as a non-profit-making Company. It is jointly owned by the British Broadcasting Corporation, Reuters, the Rank Organisation, the Canadian Broadcasting Corporation, the Australian Broadcasting Commission and the New Zealand Broadcasting Corporation.

A growing corps of cameramen, staff and stringers, now numbering approximately 350, work for Visnews throughout the world.

Having devoted its early years to building up what is now the largest world-wide television news gathering service for television stations, Visnews has reached a stage when it feels it can broaden the basis of its operations and offer filming facilities to industry. The special value of these facilities lies in the fact of having trained cameramen available around the globe, thus permitting coverage of industrial stories overseas at a cost substantially below that of a film company which might have to fly its film crew half way round the world.

Let us assume that a cameraman is available at the required location and that no transportation charges are involved. Then, as an example of the filming costs, a four-minute story in 16 mm. gauge, black and white, would be about £150 – in colour nearer £200. This would include the cost of the raw stock, airfreighting back to London, developing and printing in the Visnews laboratory and the delivery of a print within three to four days after filming. The print would be accompanied by a written commentary in English, French or German, if required. Additional prints could be run off for about £3 each in black and white and £8 in colour.

There are, of course, many uses to which such film can be applied; for record purposes and for screening to managerial, technical or operative staff; as a powerful aid to export sales promotion; or joined with several short sequences shot in other parts of the world to form a useful film of a company's overseas and home activities. Additionally, when an overseas story of this nature is of sufficient interest, it may well be possible for the industrial concern to place a print with their regional television station in this country, for use in its news-magazine programme.

With a few notable exceptions British industries and manufacturers have failed to take advantage of the many uses of film as a means of market research, as a visual record of

EXPORT PUBLICITY FOR INDUSTRY

Publicity for British exporters can often be obtained through use of the facilities of the Central Office of Information, who are concerned with collecting from industry items suitable for dissemination overseas by way of Government information services. The COI are interested in news items, feature article material, photographs, tape recordings for radio, films for television and other screening. Contact should be made with the nearest Regional Office:

NORTHERN: Mr. A. A. McLoughlin, Wellbar House, Gallowgate, Newcastle-upon-Tyne, 1. (Newcastle 27575 – Telex 53277).

EAST & WEST RIDINGS: Mr. D. de M. Guilfoyle, OBE, City House, Leeds, 1. (Leeds 38232 – Telex Econ Plan 5547 – message to be prefixed for COI).

NORTH MIDLAND: Mr. J. W. Dunscombe, MBE, Cranbrook House, Cranbrook Street, Nottingham. (Nottingham 46121 – Telex 37572).

EASTERN: Mr. P. L. K. Schwabé, MVO, Block A, Government Buildings, Brooklands Avenue, Cambridge. (Cambridge 58911 – Telex 81187).

LONDON & SOUTH EASTERN: Mr. A. E. Hunt, Hercules Road, Westminster Bridge Road, London, S.E.1. (Waterloo 2345 – Telex 22737/8).

SOUTHERN: Mr. P. T. Ede, Government Building No. 3, Whiteknights, Reading. (Reading 61122 – Telex 84126 – prefix 'for COI').

SOUTH WESTERN: Mr. W. J. D. Irving, The Pithay, Bristol, 1. (Bristol 21071 – Telex 44203).

MIDLAND: Mr. R. Dean, OBE, Five Ways House, Islington Row, Birmingham, 15. (Birmingham Mid 8191 – Telex 33376).

NORTH WESTERN: Mr. H. V. Tillotson, Sunley Building, Piccadilly Plaza, Manchester, 1. (Deansgate 9111 – Telex 66199).

SCOTTISH OFFICE: Scottish Information Office, St. Andrew's House, Edinburgh, 1. (Waverley 8501). *District Office:* 314 St. Vincent Street, Glasgow, C.3. (Central 5670 – Telex 77583).

ULSTER OFFICE: Director of Information, Northern Ireland Information Service, Stormont Castle, Belfast. (Belfast 63011).

WELSH OFFICE: Mr. Idris Evans, MVO, Director, Welsh Information Division, 42 Park Place. (Cardiff 30441 – Telex 49327).

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a developing overseas project, or as a strong arm of sales promotion. Perhaps this has been so because of the normally high charges involved in the making of a full documentary film. As will be seen from the examples given above, this position now no longer holds.

(8) *Exhibitions, Trade Fairs and 'British Weeks'*
For the Board of Trade the COI produces displays at exhibitions overseas varying from British Pavilions at international trade fairs, as in Salonika or Lima, to official information stands; but the main effort is in specialized trade fairs, particularly in Europe, where joint-venture schemes with members of trade associations are arranged. Exhibitions Division also provides the Board of Trade with material and displays for British Weeks and Store Promotions overseas.
For the Overseas Departments prestige exhibits are produced which likewise range from full-scale exhibitions to small official stands and touring displays.
COI will be responsible for the British Pavilion at the Canadian International Exhibition to be held in Montreal from April to October 1967.

(9) *Publications and Reference Material*
Booklets, magazines, reference documents and publications produced by industry, including wall-sheets and calendars, are freely distributed overseas by the COI.

(10) *Industrial Tours for Overseas Visitors*
The COI arranges tours in Britain for officially sponsored visitors from overseas such as journalists, broadcasters, trade unionists, civic authorities, Government officials and other leaders of opinion in their own countries.
Most tour programmes include visits to factories and research establishments of firms with an actual or potential export interest in the countries from which the visitors come.

(11) *Translations*
Use the language of the market and ensure that translations are accurate and in the modern idiom of the country. Translations or, at least, final checking shou'd normally be done by a national of the country. There are several commercial translation services, and the staff of BBC External Services may be able to assist, particularly in the less common languages. A particularly useful service is provided by Engineering in Britain Information Services, a commercial company in London who will send news direct to editors of technical journals in any part of the world translated into the appropriate language.

(12) *Public Relations Services*
For advice and guidance on selecting commercial PR services, contact the Institute of Public Relations, who have 3,000 members in Britain and many overseas territories.

These are a few headings of the fundamental PR methods which can be employed in export marketing, facilities which are well organized and readily available for every British exporter or potential exporter. But, finally, remember that a good public relations campaign must be a 'deliberate, planned and sustained effort to establish and maintain mutual understanding between an organization and its public' (official IPR definition of public relations).

For this reason the wisest course is to employ professional expertize to plan and execute your PR campaign, either on your permanent staff or in a consulting capacity or both. Above all, remember that public relations is a top management responsibility and must be incorporated in every management decision, as ultimately the interests of the public and the company are identical. Use all the marketing and public relations tools available to help you achieve your export market objectives, but in the final analysis there is no substitute for the presence of good management in the market place.

For further reference

Guidance and advice on professional public relations contact the Director, Institute of Public Relations, Templar House, 81/87 High Holborn, London, W.C.1.
COI, Hercules Road, London, S.E.1.
BNEC, 6-14 Dean Farrar Street, London, S.W.1.
Board of Trade (Export Services Branch), Hillgate House, 35 Old Bailey, London, E.C.4.

For further reading or reference

Public Relations in Business Management, by James Derriman, published by University of London Press Ltd.
Practical Public Relations, by Sam Black, published by Pitman.
Public Relations in World Marketing, by Frank Jefkins, published by Crosby Lockwood.
Overseas Newspapers and Periodicals Guide Book. Publishing and Distributing Co. Ltd. Pamphlets produced by COI and Board of Trade.

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Education for export	–	**December 2**
		1967
The shipping and forwarding agent	–	**February 17**
What advertising offers	–	**March 3**

'Trade Marks Registry has 15,000 applications a year'

'I UNDERSTAND that this is the first time a Board of Trade Minister has attended your annual dinner,' said Mr. George Darling, Minister of State, Board of Trade, at the annual dinner of the Institute of Trade Mark Agents, in London, on March 31. There were two reasons for his presence. The first was a matter of arithmetic as he'd discovered that the Trade Marks Registry was receiving about 15,000 applications for trade marks a year and the second was to thank the Institute for the excellent co-operation and mutual understanding that had been developed between the trade mark agents and the officials at the Registry. 'I understand that even when you have disputes, when applications are rejected, you fall out with one another in the friendliest fashion and usually settle your differences in a most amicable way,' he said.

The Minister of State said that until his present position he had only a hazy idea of how trade marks were devised and protected. 'Of course I knew trade marks existed,' he said. 'You can't miss them. They appear everywhere, especially on household goods, and I think they are generally accepted as indications of quality, backed by firms with solid reputations. Brand names – which I suppose is just another way of saying trade marks – are now usually accepted as guides to reliable goods. And what surprises me is that, despite the huge and bewildering variety of goods sold under brand names, there is so little confusion and so few names and symbols that appear to be somewhat similar.'

Mr. Darling said that this was a tribute to the Registrar and his staff and to the co-operation they received from the Institute's members. It also suggested that there was nothing seriously wrong with the present Act, and illustrated the high standards of all who deal with the registration of trade marks.

The Minister of State added: 'I know that a lot of the work of trade mark agents is concerned with securing registrations of United Kingdom marks in countries abroad. In this work your members are giving real assistance to British exporters by ensuring that their branded goods are protected abroad. We in turn are trying to help you, and together with the CIPA, the Institute has been "mentioned" in the recent Board of Trade Handbook "Services for British Exporters" as the people to consult for advice on trade mark matters.'

Cotton textile deputation sees President

A DEPUTATION representing the local authorities of the textile areas of the North-west called on Mr. Douglas Jay, President of the Board of Trade, and Mr. J. P. W. Mallalieu, Minister of State, Board of Trade, on March 31. The deputation comprised the mayors of Nelson, Wigan, Accrington, Burnley, Heywood, Haslingden, Todmorden and Rochdale, the chairmen of Barnoldswick, Whitworth, Littleborough and Royton, the town clerks of Wigan and Rochdale and representatives of employers and operatives.

In discussion with the President and the Minister of State, members of the deputation conveyed their anxieties over the difficult situation prevailing in the cotton textile industry in their towns and referred to the recent closures of cotton mills, causing redundancies among workpeople and damage to the wellbeing of towns in which the production of cotton textiles is still a major source of employment. Members of the deputation asked that action should be taken to check the flow of imports of cotton textiles. They also suggested that the cotton belt should be designated as a development area under the Industrial Development Act, 1966, or, alternatively, that the textile towns should qualify for an intermediate rate of investment grants, along with a liberal policy by the Board of Trade towards the issue of industrial development certificates.

The President said that he welcomed the opportunity to hear the deputation's views and to describe the action which the Government had in hand. First, the Government had ensured that the industry would have, through the global import quota system, a period of five years from the beginning of 1966 to carry through its reorganization and rationalization. This control had already proved its value and its need. Imports from all sources, including the controlled countries, were actually lower in the second half of 1966 than in the second half of 1965. The difficulties in the industry were due not to imports but to changes in consumers' taste and in technology and, superimposed on these tendencies, some de-stocking in the distributive trade. Since imports were held by the quota, when the de-stocking movement was over, the Lancashire manufacturers would feel the benefit of increased demand even before re-stocking began. Imports from Portugal had been exceptionally large in December and January and the President had discussed them with the Portuguese Minister for Economic Affairs early in March. The President had every reason to think that over 1967 as a whole imports from Portugal would be at a substantially lower rate than they had been in recent months. There were, also from the industry, demands that the Board of Trade should impose anti-dumping duties and the President had invited the industry publicly to co-operate with the Board of Trade to provide evidence which would enable him to introduce anti-dumping duties. At his suggestion, the Textile Council had appointed an Imports Commission and he had pledged himself and the Board of Trade to consider very seriously any recommendations or advice which he received from the commission and from the Council. The Textile Council had also undertaken a productivity study, which would be of the first importance in the task of securing an improvement in the competitive ability of the British industry.

On the question of designating the cotton area as a development area, the President said that the figures for March showed unemployment in the cotton area and in the North-west as a whole as 2.5 per cent compared with the national average of 2.4 per cent. With this, and the general outlook for the area, he would not be justified in spreading further the special benefits available under the Industrial Development Act to the existing development areas, in which there was a long history of unemployment and an uncertain outlook. The Board of Trade would, however, ensure that in present circumstances its industrial development certificates control would be administered liberally in the cotton area.

The deputation urged that Government departments should place advance orders for cotton goods, particularly for the requirements of British troops returning from overseas, and Mr. Jay said that he and Mr. Mallalieu would pursue this suggestion with the departments concerned.

Private secretary appointment

THE Board of Trade announce that the President has appointed Mr. B. W. Meynell to be his Private Secretary.

HRH The Princess Margaret, Countess of Snowdon, presenting Mr. Derek Rose, Chairman of the British Menswear Guild and deputy managing director of Bonsoir Limited, with the Ambassador Award for Achievement, at the Jeannetta Cochrane Theatre, on March 21. The citation states that 'the combined export promotions of Guild Members, who are representative of the highest quality in British menswear, have proved outstandingly successful not only for the industry as a whole but also for an ever-increasing number of overseas retailers'. All 18 member companies of the Guild were represented at the reception which followed the presentation.

President visits Birmingham

MR. DOUGLAS JAY, President of the Board of Trade, was expected to visit Birmingham today, April 7, to inaugurate the new extension to the major runway at Birmingham Airport (Elmdon). The inauguration ceremony, which takes place at 12.30 p.m., is followed by a civic luncheon. The President planned to travel to Birmingham on April 6 and in the evening to attend a small private dinner party given by the President of the Birmingham Chamber of Commerce and Industry.

This morning Mr. Jay is to visit The House of Lerose in Birmingham, manufacturers of ladies' jersey fashion wear. The company is a successful exporter of this class of goods and has also established a factory in one of the development areas at East Kilbride. This factory has proved so successful that it is now being extended.

Mr. Mallalieu at Ministerial meeting of Eurocontrol

MR. J. P. W. MALLALIEU, Minister of State, Board of Trade, presided over the 17th Session of Ministers' meeting in the Permanent Commission of Eurocontrol, on April 4, in Brussels.

Note:

Eurocontrol, the European Organization for the Safety of Air Navigation, was founded in 1960 to meet the new requirements of increased international air traffic. The Convention was ratified by participating Governments and came into force on March 1, 1963. Mr. Mallalieu is currently president of the Permanent Commission of Ministers which governs the Eurocontrol organization.

UK request for IMCO meeting on Torrey Canyon

THE PRIME MINISTER'S office announced on March 30 that, 'In the light of the "Torrey Canyon" disaster, HM Government has taken the initiative in convening an early meeting of the Intergovernmental Maritime Consultative Organisation to consider what changes are now required in international maritime law and practice.

'The Government are now urgently considering the lessons to be drawn both in respect of national and international law and practice from the "Torrey Canyon" incident. This will lead to the preparation of proposals to put before the IMCO meeting for which they have called and also to deal with the kind of crisis which arises where a shipwreck outside territorial waters can prejudice the interests of British individuals and local authorities.'

Consideration of mergers by the Board of Trade

IN CARRYING OUT their responsibilities under the Monopolies and Mergers Act, 1965, the Board of Trade announce that on the information at present before them it is not their intention to refer the proposed merger of United Dominions Trust Ltd. and the British Wagon Co. Ltd. to the Monopolies Commission under the provisions of that Act.

British Overseas Airways Corporation re-appointments

THE BOARD OF TRADE announce the following re-appointments from April 1, 1967 to the Board of the British Overseas Airways Corporation:

Mr. Keith Granville, *Deputy chairman* (*full-time*) *until March* 31, 1972.

Mr. C. E. M. Hardie, *Deputy chairman* (*part-time*) *until March* 31, 1970.

Sir Duncan Anderson, *Member* (*part-time*) *until March* 31, 1970.

ECGD backs £1.8 million contract for Norway

THE EXPORT Credits Guarantee Department on March 29 signed a Financial Guarantee covering the financing of a 46,000 tons bulk carrier worth £1.8 million for Interessentstapet M/S 'Mylla' of Oslo, Norway. The ship will be managed by the Oslo shipping firm of Simonsen and Astrup.

The vessel, the order for which was placed in November 1965, is for imminent delivery and has been built by The Doxford and Sunderland Shipbuilding and Engineering Co. Ltd., at the Sir James Laing Deptford Shipyard in Sunderland.

The loan is for about £1½ million, will be managed by Hambros Bank Ltd., acting on behalf of themselves and Martins Bank Ltd., and National Provincial Bank Ltd., and is repayable over a period of 10 years.

Manchester trade group's Australian tour

A NINE-MEMBER trade mission from the Manchester Chamber of Commerce visited Australia from February 15 to 19.

The mission was led by Mr. Frank R. Mason, vice-chairman of Associated Electrical Industries Ltd. of Trafford Park, Manchester.

Other members were: Messrs. L. F. Cockroft, director, John Cockroft and Sons Ltd., Birks Mill, Todmorden; R. T. Ackers, general manager, Dowie and Marwood Ltd., Manchester; J. Case, director, Ashton Brothers and Co. Ltd., Manchester; M. Hall, director, Joshua Heap and Co. Ltd.; A. Mitchell, AMIE, group export manager, Leyland Paints Ltd.; E. Muller, director, Ward and Goldstone Ltd., Pendleton; G. W. Stott, chairman, Stott and Smith Group Ltd., Manchester; and D. M. Arrandale, assistant secretary, Manchester Chamber of Commerce (secretary of the mission).

Products represented by the mission extended from capital goods to consumer goods and services. They included turbine generators transformers, switchgear, power protection equipment, scientific apparatus, industrial motors; machine tools, threading machines; electric cables and accessories, plastics and 'Melamime' table ware, automobile cables and accessories; wallpaper, specialist decorative paint products; textile piece and made-up goods including household textiles, furnishing fabrics, apparel fabrics, cloths for industrial uses; loading brokers freight and travel agents.

The mission visited Perth, Adelaide, Melbourne, Sydney and Brisbane, before leaving for New Zealand.

Symbol for change to metric

BRITISH INDUSTRY has begun the change to the metric system. This is the symbol for the change, a symbol which will appear on posters, in trade literature, in metric guides and other publications, and on metric goods. Designed by Mr. Peter Lipscombe, ARCA, the symbol was commissioned by the British Standards Institution.

BSI is the focal point of this country's metric change. It has already published the programme for the building industry's changeover, and will co-ordinate the change for the whole of British industry through similar programmes.

BSI is encouraging the use of the symbol wherever the metric change is discussed or is taking effect in practical terms. They hope to see its use by manufacturers to identify metric work both within organizations and in literature and publicity. But the Institution strongly stresses that it is a national symbol, which must not be used, either by direct reference or by implication, to suggest that products or services are necessarily approved by BSI.

Samples of the new symbol may be obtained from the Public Relations Department, British Standards Institution, 2 Park Street, London, W.1.

HMSO revised purchasing arrangements

CHANGES in HMSO purchasing arrangements were brought into operation on April 1. From that date executive Divisions will deal with all work concerned with contracts for supplies and services within their ambit and the need for a separate Contracts Division will disappear. The Divisions principally concerned, together with location and telephone extensions to which suppliers' general inquiries may be made, are listed below.

Atlantic House, Holborn Viaduct, London, E.C.1 (Tel. 01-248 9876)

The purchase of Government requirements in the Automatic Data Processing field will be dealt with by the Computer Services Division (Ext. 6211).

All Government requirements of printing and binding will be purchased by the Printing and Binding Division (Ext. 6229).

All other major requirements – paper, office requisites and machines – will be purchased by the Supplies Division (Ext. 6187).

Cornwall House, Stamford Street, London, S.E.1 (Tel. 01-928 8933)

Contracts for the disposal of wastepaper will be handled by the Inspection, Transport and Warehouses Division (Ext. 316).

Arrangements in HMSO's Regional Offices will be largely unaffected.

British books in Canada

WITH THE Toronto British Week in mind, the Book Development Council Limited is sending a 13-man trade mission to Canada from April 10-27. Most of the major publishing groups are represented, including the increasingly important paperback subsidiaries. Leader of this mission, which is being sponsored by the British National Export Council, is Philip Harris, director general of the Book Development Council.

A two-day conference will be held in Toronto, April 24-25, at which leading executives of the Canadian book trade will be present, so that the British team can discuss with them the information and impressions acquired on their tour.

Government Publications

required by customers in Scotland may be obtained quickly from

Her Majesty's Stationery Office, 13a Castle Street, Edinburgh 2

EFTA (Origin of Goods) (Amendment) Regulations 1967

THE EFTA (Origin of Goods) (Amendment) Regulations published on March 31 (S.I. 1967 No. 443) amend Schedule 1 of the Regulations to include yoghourt with added flavouring or fruit in the list of exceptions shown against BN heading 21.07 in that Schedule.

It was recently decided that yoghourt with added flavouring or fruit should be classified in BN heading 21.07. These products were previously classifiable in 04.01 or 04.02 together with natural yoghourt, and were thereby included in Annex D to the EFTA Convention which lists those goods not subject to EFTA tariff reductions.

The EFTA Council decided that notwithstanding the new classification these products should be retained in Annex D. The amendment to the Origin of Goods Regulations takes account of this decision.

Copies of the Order SI 1967 No. 443 can be obtained from HMSO, 49 High Holborn, London, W.C.1, and branches or by post from HMSO, PO Box 569, London, S.E.1 (price 3d. or 6d. by post).

EFTA Bulletin *lists remaining EFTA tariffs*

NOW THAT THE EFTA countries have eliminated most of their protective tariffs on industrial goods of EFTA origin, a useful note on those few remaining EFTA protective tariffs which are being reduced more slowly and also on the revenue duties maintained by member countries is provided in the latest issue of the *EFTA Bulletin* (March/April), the regular journal of the EFTA Secretariat in Geneva. Details of EFTA protective tariff rates and also revenue duties in Portugal will be published in a later issue of the *EFTA Bulletin*. Also in this issue is an article explaining the EFTA Council's agreement at Lisbon in October 1966 on the interpretation of the provisions of Article 14 of the Stockholm Convention requiring that public undertakings do not act in such a way as to nullify or impair the benefits of free trade.

Copies of the *EFTA Bulletin* are available free of charge from the EFTA Information Centre, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2479/2480).

The Import Duties (General) (No. 4) Order, 1967

THE TREASURY has made the Import Duties (General) (No. 4) Order 1967.

A recent Classification Opinion adopted by the Customs Co-operation Council classified yoghourt with added flavouring or fruit under heading 21.07 of the Brussels Nomenclature. This Order introduces a new subheading under heading 21.07 of the Customs tariff to preserve the existing rates of import duty on such products.

The Order came into operation on April 1, 1967, and has been published as Statutory Instruments 1967 No. 469.

Copies of the Order are obtainable direct from HMSO.

The Import Duties (General) (No. 3) Order, 1967

THE TREASURY has made the Import Duties (General) (No. 3) Order 1967.

This Order changes the tests to be applied in determining whether natural flake graphite is classifiable as duty free under Tariff subheading 25.04 (A), to meet technical difficulties.

The Order came into operation on April 6, 1967, and has been published as Statutory Instruments 1967 No. 468.

Copies may be obtained from HMSO.

The Import Duty Drawbacks (No. 3) Order, 1967

THE TREASURY has made the Import Duty Drawbacks (No. 3) Order 1967.

This Order:

(i) provides for the allowance of drawback of import duty on
  (a) imported metal components of certain hand-operated appliances for making labels or name plates, when exported incorporated in such appliances;
  (b) certain imported poly (vinyl chloride) tape when re-exported in the same state; and
  (c) soaps and surface-active preparations and washing preparations containing soap manufactured from imported animal tallow;

(ii) amends the description of appliances in respect of which plastic and vulcanized rubber parts are eligible for drawback of import duty, so as to correspond with the description of the appliances in (i) (a) above;

(iii) extends the scope of the provisions for the allowance of drawback of import duty on imported poly (vinyl chloride) tape used in the manufacture of tapes for label-making appliances;

(iv) increases the rate of drawback of import duty allowable on imported laminated aluminium foil used in the manufacture of certain metallic yarn;

(v) revokes the provision for the allowance of drawback of import duty on locust bean kernel flour manufactured from imported locust bean kernels; and

(vi) revokes the existing fixed rates of drawback of import duty for certain exported garments manufactured from imported silk and/or man-made fibre fabric and provides for drawback to be related to the duty paid on the imported goods actually used in the manufacture of the exported goods.

The Order came into operation on April 6, 1967, and has been published as Statutory Instruments 1967 No. 470.

Copies are obtainable direct from HMSO.

Industrial Estates Corporations appointments

MR. DOUGLAS JAY, President of the Board of Trade has appointed Major H. S. D. Graesser to be a member of the Welsh Industrial Estates Corporation as from May 13, 1967. Major Graesser is an industrialist connected with several well known companies and Welsh industrial bodies.

The President has also reappointed the following members as from April 1, 1967, except in the case of Mr. W. Allman, chairman of the Welsh Industrial Estates Corporation, whose reappointment will date from April 19.

English Industrial Estates Corporation

Sir S. A. Sadler Forster (chairman), Mr. W. H. Carder, Mr. J. S. Heaton, Mr. A. L. Miller, Mr. J. O'Hagan.

Scottish Industrial Estates Corporation

Sir Robert MacLean (chairman), Mr. D. M. C. Forrester, Mr. W. I. French, Mr. J. Russell Lang, Mr. W. Scholes.

Welsh Industrial Estates Corporation

Mr. W. Allman (chairman), Mr. R. C. Mathias, Mr. E. J. Powell, Mr. F. E. Price.

New addresses for marine offices in Glasgow

AS FROM April 17 the address of the Marine Survey Office and Inspectorate of Ships' Provisions, Glasgow, will be 15 Muirhouse Street, Glasgow, S.1.

The Examiners of Masters and Mates and Engineers will move to 15 Muirhouse Street during the week commencing May 29.

The new telephone number in each case will be 041 (Glasgow) 423 6677.

The Register of Restrictive Trading Agreements (Restrictive Trade Practices Act, 1956)

Additions and amendments to the Register

A LIST of additions and amendments made to the alphabetical index to the register between January 1 and March 31, 1967 is given below; the amendments are shown in italics.

'D' and 'F' agreements

Also given below, headed 'D' and 'F' Agreements, is a schedule which brings up to date at March 31, 1967, particulars of those agreements which have been determined or varied.

A full explanation of the basis on which these two lists have been compiled, and the meaning of the symbols used, was published in the *Board of Trade Journal* (page 15) on January 6, 1967.

Agreements referred to the Restrictive Practices Court

The undermentioned list, headed 'Agreements referred to the Restrictive Practices Court', gives details of additional agreements in respect of which Notices of Reference have been issued, thus constituting formal commencement of proceedings before the Restrictive Practices Court, as explained in the introductory paragraph to the lists published in the *Board of Trade Journal* (page 15) of January 6, 1967. Anyone who may be in a position to assist the Court with evidence from his own experience of results of any of these agreements which he thinks affect the public interest is asked to communicate as early as possible with the Treasury Solicitor's Branch, Office of the Registrar of Restrictive Trading Agreements, Chancery House, Chancery Lane, London, W.C.2.

Inspection of the Register

The register may be inspected at a fee of 1s. per day, between 10 a.m. and 4.30 p.m., on any weekday except Saturday and certain holidays at any of the following addresses:

Office of the Registrar of Restrictive Trading Agreements, Chancery House, Chancery Lane, London, W.C.2.
9 Hope Street, Edinburgh, 2.
Chichester House, 64 Chichester Street, Belfast.

The indexes to the register, one as published in the *Board of Trade Journal* and one in which commodities are grouped by classes, may be inspected at these addresses free of charge.

Additions and amendments to the Register

Registered No. of Agreement	Commodity
	B
1602	Beer, Essex, Herts, Bucks, *add Bedfordshire.*
532	Bicycles, motor cycles, sidecars and components, C.2/62, *add D.2.62.*
2522	Boats, caravans, Norfolk Broads,
155	Building materials, *add F.12/65.*
166	Building materials, *add D.7/65.*
141	Building materials, Bolton & District, *add F.3/66.*
1742	Building materials, Bromsgrove & District, *add D.11/61.*
3056	Building materials, Bromsgrove & Redditch, F.11/65.
140	Building materials, Chorley & District, *add F.6/66.*
1596	Building materials, Clydesdale & District, *add F.12/66.*
1818	Building materials, Darlington & District, *add F.12/66.*
2309	Building materials, Dumbarton & District, *add F.1/67.*
3064	Building materials (fibrous plaster ventilators).
1595	Building materials, Lanarkshire, *add F.3/67*
1402	Building materials, Leigh and District, *add F.6/66.*
1346	Building materials, Lytham St. Annes, *add F.3/66.*
3059	Building materials, Merioneth, F.11/65.
2685	Building materials, Middlesbrough & District, *add F.12/66.*
1500	Building materials, Peterhead, F.4/66, *add C.12/66.*
1351	Building materials, Preston & district, *add F.12/66.*
362	Building materials, Radcliffe, Whitefield, Prestwich & district, *add F.9/66.*
1741	Building materials, Redditch & district, *add D.11/61.*
1441	Building materials, Rochdale & district, *add F.3/66.*
1702	Building materials, St. Helens & district, *add F.5/66.*
2684	Building materials, Stockton & district, *add F.10/66.*
	C
1611	Cheroots, cigarettes, cigars, pipe tobacco, smokers' requisites, snuff, *add F.1/67.*
2515	Cigars and cigarettes, pipes, cigar and cigarette holders, smokers' requisites, tobacco, *add D.8/66.*
2516	Cigars and cigarettes, pipes, cigar and cigarette holders, smokers' requisites, tobacco, *add D.8/66.*
3053	Coal bituminous, Scotland,
2782	Copper pipe, plumbing materials, Glasgow & West of Scotland, *add F.3/62.*
2872	Credit cards (hotels, restaurants), flowers, hotels and restaurant meals, *delete F.10/65.*
3058	Credit cards (footwear), footwear (credit cards).
3054	Cycles, Birmingham, Coventry & Wolverhampton, D.3/66.
	F
3034	Fish, Firth of Forth fishing ports.
3021	Fish, *add Hull.*
2936	Fruit juices (trading stamps), groceries and provisions (trading stamps), livestock for food (trading stamps), mineral waters (trading stamps), vegetable products (trading stamps), wines (trading stamps), *delete F.5/65.*
3065	Fruit, vegetables.
	G
2976	Grocery and provisions (trading stamps), Scotland, *add C.12/66.*
	H
1093	Heavy steel products, *add D.4/65.*
1080	High speed steel tool bits, *add F.3/65.*
3063	Hotel and restaurant meals (luncheon vouchers).
1121	Hot rolled steel, Sheffield, F.3/66, *add C.10/66.*
	M
2774	Machine tools, *add D.1/67.*
3067	Meat (fresh), Thurso area of Scotland.
591	Mining timber, Pitwood, *add E.8/59.*
2996	Mining timber, Scotland, *add E.9/67.*
2485	Monumental goods (carving and inscribing), F.10/59.
	N
2977	Newspapers (daily), Bournemouth, Poole, D.11/66, *add C.12/66.*
	O
1790	Office equipment, *add D.8/66.*
	P
2787	Packing cases, Manchester & district, *add F.1/67.*
3055	Pharmaceutical products, N. Ireland.
3057	Plumbing materials, Scotland.
	R
1164	Roofing materials, *add F.3/67.*
	S
3018	Seeds.
685	Steam condensing plant, *add D.1/67.*
704	Steam turbines, *add D.1/67.*
688	Steam turbo-driven alternators, *add D.1/67.*
3030	Strawberries, Wisbech & district, *add E.6/66.*
2993	Synthetic fibre fabrics, woven and knitted fabrics, *add F.1/67.*
	T
665	Typewriters, office machinery, etc., *add D.8/66*

Government Publications

required by customers in the Midlands may be obtained quickly from

Her Majesty's Stationery Office, 35 Smallbrook, Ringway, Birmingham 5

'D' and 'F' Agreements

Registered No. of Agreement	Commodity	Area	D or F	Date
140	Building materials	Chorley & district	F	June 1966
141	Building materials	Bolton and district	F	Mar. 1966
155	Building materials		F	Dec. 1965
166	Building materials		D	July 1966
362	Building materials	Radcliffe, Whitefield, Prestwich and district	F	Sept. 1966
532	Bicycles, motor cycles, sidecars and components		D	Feb. 1962
665	Typewriters, office machinery, etc.		D	Aug. 1966
685	Steam condensing plant		D	Jan. 1967
688	Steam turbo-driven alternators		D	Jan. 1967
704	Steam turbines		D	Jan. 1967
1080	High speed steel tool bits		F	Mar. 1965
1093	Heavy steel products		D	Apr. 1965
1164	Roofing materials		F	Mar. 1967
1346	Building materials	Lytham St. Annes	F	Mar. 1966
1351	Building materials	Preston & district	F	Dec. 1966
1402	Building materials	Leigh & district	F	June 1966
1441	Building materials	Rochdale & district	F	Mar. 1966
1595	Building materials	Lanarkshire	F	Mar. 1967
1596	Building materials	Clydesdale & district	F	Dec. 1966
1611	Cheroots, cigarettes, cigars, pipe tobacco, smokers' requisites, snuff		F	Jan. 1967
1702	Building materials	St. Helens & district	F	May 1966
1741	Building materials	Redditch & district	D	Nov. 1961
1742	Building materials	Bromsgrove & district	D	Nov. 1961
1790	Office equipment		D	Aug. 1966
1818	Building materials	Darlington & district	F	Dec. 1966
2309	Building materials	Dumbarton & district	F	Jan. 1967
2485	Monumental goods (carving and inscribing		F	Oct. 1959
2515	Cigars and cigarettes, pipes, cigars and cigarette holders, smokers' requisites, tobacco.		D	Aug. 1966
2516	Cigars and cigarettes, pipes, cigar and cigarette holders, smokers' requisites, tobacco		D	Aug. 1966
2684	Building materials	Stockton & district	F	Oct. 1966
2685	Building materials	Middlesbrough & district	F	Dec. 1966
2774	Machine tools		D	Jan. 1967
2782	Copper pipe, plumbing materials	Glasgow & West of Scotland	F	Mar. 1962
2787	Packing cases	Manchester & district	F	Jan. 1967
2993	Synthetic fibre fabrics, woven and knitted fabrics		F	Jan. 1967
3054	Cycles	Birmingham, Coventry & Wolverhampton	D	Mar. 1966
3056	Building materials	Bromsgrove & Redditch	F	Nov. 1965
3059	Building materials	Merioneth	F	Nov. 1965

Agreements referred to the Restrictive Practices Courts

Registered No. of Agreement	Commodity
3045	Aluminium semi-manufactures.
*1255	Fish.
*2314	Fish.
*2946	Fish.
*3033	Fish.
2638	Fresh fruit.
1434	Fruit, vegetables, etc.

An asterisk placed against the number of an agreement indicates that proceedings have been initiated in Scotland.

EFTA Plastics Association meets in London

REPRESENTATIVES OF the plastics industries of the seven EFTA countries plus Finland are meeting in London on April 11 under the auspices of the EFTA Plastics Association. After an opening plenary session working parties will discuss work done in the past year and plan future activities. Among items they will consider are a proposed nomenclature for statistics of plastics materials production which could be used on an all-Europe basis; a report on the vocational training facilities available in each member country; and a report on the regulations and conditions in each member country which affect the use of plastics in building.

Conference on plastics

'PLASTICS AND THE PRODUCTION ENGINEER' is the title of a conference being organized jointly by the Plastics Institute and the Institution of Production Engineers on June 19 and 20 at the Connaught Rooms in London. The opening address will be given by Mr. E. E. Dell, Joint Parliamentary Secretary to the Ministry of Technology. In all, 20 papers will be given in seven sessions.

All inquiries should be addressed to the Institution of Production Engineers, 10 Chesterfield Street, London, W.1 (Tel. Grosvenor 5254).

Following completion of the technical and manufacturing agreement between South Wales Switchgear Ltd., of Blackwood, Monmouthshire, and Officine Elettromeccaniche Galileo, of Italy, two senior executives of the Galileo company visited the main SWS factory at Blackwood recently. The picture was taken during a discussion on the use of high voltage switchgear in the SWS package design, and shows Dr. Ing. G. Mariotti (left), Galileo production manager, and Dr. Ing. G. Frate (right) head of Galileo electromechanical department. Between them (left to right) are Mr. J. Parry, SWS chief switchgear engineer; Mr. N. Care, SWS sales director; and Mr. B. C. Ciborowski, SWS chief research and development engineer.

New carpet factory in Cumbernauld

'I DO FEEL that in Scotland we are on the threshold of many new developments – good ones like this new factory which is broadening the job opportunity in Cumbernauld. This was stated on March 21 by Lord Clydesmuir, chairman of the Scottish Council (Development and Industry), when he opened the new 100,000 sq. ft. factory of John Lyle and Co. Ltd. at Cumbernauld. The factory will handle production of all the company's tufted carpets and will ultimately employ about 250 people. The present labour force is 100.

Lord Clydesmuir also complimented the company on its vigorous pursuit of export business. They expect to sell overseas 15 per cent of this year's output and next year will be aiming to increase this to 25 per cent. The EFTA countries and the Far East (where Lord Clydesmuir will be leading a Scottish trade mission in the autumn) are particularly good customers.

The building of the Cumbernauld factory was made necessary by the rapid expansion of John Lyle's tufted carpet trade, which was added to their Chenile and Spool Axminster output in 1959. Initially, the plant was incorporated in the company's Glasgow works, but within five years it could no longer be contained and new premises had to be sought. By moving to Cumbernauld the company has increased efficiency of both tufted and Axminster carpet production. The new factory was designed specially for tufted carpet production and incorporates a handling system devised for quantity production. All the company's tufted range will be produced there, including a new one, Pastello, which is being produced specially for the Scandinavian market.

A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Board of Trade **Statistics and Market Intelligence Library** *at Hillgate House, 35 Old Bailey, London, E.C.4. This is a modern well-equipped library of over 85,000 volumes. It has a reading-room for visitors, and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of foreign manufacturers. A brochure describing the library's services more fully is available on request.*

The library opens from 9 to 5.30, Mondays to Fridays. (Tel. City 5757, Ext. 368 or Telex No. 25977).

Proposal for a regional employment premium

ON APRIL 5 the Government published a memorandum setting out and discussing a proposal for improving the competitive position of manufacturing industry in the Development Areas, with a consequent raising of employment levels there, by the payment of a regional employment premium in respect of manufacturing employment in the Development Areas at a level which would represent a substantial addition to the national rate of premium for manufacturing establishments under the system of selective employment payments. The memorandum has been sent to the National Economic Development Council and to the Regional Economic Planning Councils for their comments.

Although important successes have been achieved over the years in building up new and expanding industries in the Development Areas, these have so far barely kept pace with the contraction of employment in some of the older industries such as coal mining and, as a result, the level of unemployment in the Development Areas has been substantially worse than the national average for a long period.

The proposal put forward in this memorandum as a basis for consultation and for public discussion is that the existing grants and other assistance for capital investment should be supplemented by payment of a regional employment premium, possibly within the range of £1 to £2 per man to those categories of manufacturing establishments in Development Areas which already attract premia under the Selective Employment Payments Act (1966). The memorandum envisages that the premium should remain in force for a period of years, though it is not suggested that it should be adopted as a permanent measure.

The memorandum was circulated to the National Economic Development Council for initial consideration at their regular meeting on April 5. It was expected that the First Secretary of State would preside, as Chairman of the Council, and that the Chancellor of the Exchequer would take part in the proceedings. It was anticipated that the Council would decide at this meeting on their procedure for giving the proposal further consideration, and it was hoped that this would enable substantial progress to be made by their next regular meeting early in May. However, it would be for the Council themselves to settle these arrangements.

In making the above announcement, the Department of Economic Affairs stated that the arrangements for consulting the Economic Planning Councils in Scotland and Wales were being made by the two Secretaries of State concerned. In the case of the English regions, arrangements were already in hand between the First Secretary and the Chairman of the Regional Economic Planning Councils.

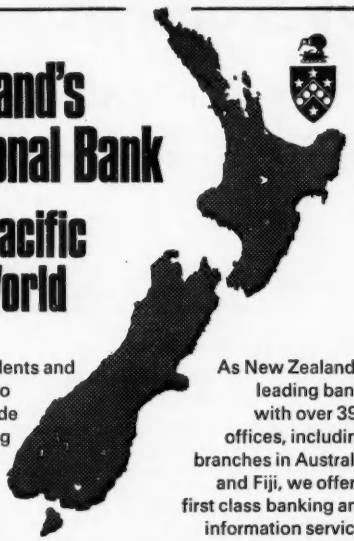
In the light of these consultations the Government would decide whether to submit a proposal for legislation to Parliament. The timing of this would depend on the rate of progress made in the consultations.

Shipbuilding on the Upper Clyde

THE SHIPBUILDING INDUSTRY BOARD announce that, at the request of John Brown & Co. (Clydebank) Ltd., Charles Connell & Co. (Shipbuilders) Ltd., Fairfields (Glasgow) Ltd., Alexander Stephen & Sons Ltd., and Yarrow (Shipbuilders) Ltd., they have agreed to co-operate in a Working Party set up by these companies. The Working Party will co-ordinate arrangements for the study of the shipbuilding facilities on the Upper Clyde with a view to making proposals for the consideration of the companies concerned for the formation of a single Upper Clyde group in accordance with the recommendations of the Geddes Report.

The Members of the Working Party will be Mr. A. E. Hepper (Shipbuilding Industry Board), who will also be Chairman, Mr. A. W. Giles (Merchant Banker) and Mr. J. H. F. Macmichael (Management Consultant). The Working Party will begin its work at once. It will have access to studies already made by the companies in the area during the past months, and it is expected to be able to complete its work in about three months.

The detailed enquiries of the Working Party will of course be confidential but the Members intend to keep managements and employees informed of progress from time to time through the normal channels.



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Israel Minister to visit UK

MR. Z. SHAREF, Israel Minister of Commerce and Industry, accompanied by Mr. G. Lahav, Director of Industries, is to visit the United Kingdom from April 9 to 18 as a guest of HM Government.

Mr. Sharef will meet British Ministers, including the Secretary of State for Economic Affairs, the President of the Board of Trade, the Minister of Technology and the Parliamentary Secretary, Board of Trade. The Minister will also have talks with representatives of British industry, including the CBI, the Industrial Reconstruction Corporation and bankers.

On April 13 Mr. Sharef will fly to Scotland, where he is to address the Glasgow Chamber of Commerce, and meet businessmen and industrialists, returning to London on April 15.

Mr. Douglas Jay, President of the Board of Trade, will be host at a Government reception at Lancaster House on Monday evening, April 10.

On his last full day in London (Monday, April 17), Mr. Sharef will open the Israel Fortnight at Selfridges.

Application for drawback of duty: Vinylidene-vinyl Chloride

THE BOARD OF TRADE give notice that they are considering an application for the allowance of drawback of duty on:

Imported goods

Tubing of vinylidene-vinyl chloride imported in reels, whether or not plasticized or pigmented.

Exported goods

Casings for sausages and prepared meats.

Any interested party wishing to support or oppose this application should do so in writing to the Board of Trade, Tariff Division, 1 Victoria Street, London, S.W.1 not later than April 27, 1967, quoting reference No. T1431/66.

Government surplus sales by auction

MINISTRY OF DEFENCE

1967	Stores	Location	Auctioneers
April 14 .	**Miscellaneous equipment and stores** . .	**Command Ordnance Sub-depot, Reed Hall Hall, Colchester**	**Fenn, Wright & Co. (Dept. L), 146 High Street, Colchester. (Tel. 73171).**

Steam cleaning plant; pneumatic servicing trolleys; diesel generators; 4 h.p. motors; Johnson gritters and snow ploughs; Coventry Climax fire pump and fork lift; Newton mechanical lifter; generating and welding sets; trolley, hydraulic and screw jacks; 6v and 12v batteries; blocks, tackle, winches, ; vices; hand tools; motor vehicle spares; wireless, telephone and electronic equipment; various test sets and meters; scrap metals; 30/35 ft. extending ladders; tent poles; camouflage nets; footwear; webbing equiiment; clothing including: greatcoats and battle dress; ground sheets; suitcases; carpets; blankets; bedding. furniture; kitchen equipment; and a large assortment of miscellaneous stores.

April 18 .	**Machine tools, industrial equipment, textiles, miscellaneous stores**	**Northern Command Sub-depot, Barlow, Nr. Selby, Yorks.**	**Bartle & Son (Dept. L), 58 Merrion Street, Leeds 2, (Tel. 20898).**

Grinding machines; folding and sawing machines; compressors; fork lift trucks; electric truck; electric welding and spot welding sets; generators; charging sets; industrial tractors; trailers; fire fighting equipment; gravity roller; extending ladders; lifting equipment; tools; non-ferrous metals; pumps; tyres; telephone sets; compasses; theodolites; clocks; workshop equipment; M.T. spares; tool kits; electric, wireless and signal equipment; ironmongery and household items; textiles including canvas, tents, carpets, blankets, mattresses, ground sheets, kit bags, camp equipment; wood boxes; clothing including greatcoats, battle dress, raincoats, jerkins, shirts, vests, drawers, boots and shoes; furniture including folding chairs and forms, dining chairs and tables, wardrobes and numerous other items of miscellaneous stores.

April 27-28	**Commercial and private vehicles, miscellaneous stores.**	**Ordnance Disposals Depot, Bowhouse, Hurlford, by Kilmarnock, Ayrshire.**	**Dixon & Wallace (Dept. L), Bank Buildings, Graham Square, Glasgow, E.1. (Tel. Bridgeton 2447).**

Saloons and estate cars; Landrovers; tractors; trailers; trucks; cranes; self-propelled and trailer fire pumps; recovery equipment including, blocks, tackle, winches, etc.; machine tools and lathe turning tools; binoculars; watches; hand tools and tool kits; clothing and textiles; furniture; lead acid batteries; kitchenware; and a large selection of miscellaneous stores.

Catalogues of the above sales may be obtained from the relevant auctioneers 14 days prior to the date of sale, price 1s. 0d. (postal orders only).

We are cash buyers of merchandise of every description. Also Clearance Stocks, Discontinued Lines, Surplus and Redundant Stocks also BOTTLES, Jars, Screw Caps, Cartons, and other Packaging Materials. In fact, goods of all kinds can be disposed of through us without delay, on the most favourable terms, and without trouble.

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Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958	series shown in £ million			
Value in base year, £m.	20,091	—	16,073	15,365	15,365	9,140	3,485	922	688	587	1,212				
1961	113	114	122	116	111	100	130	130	138	139	122	+326	+224	+36	+29
1962	114	115	127	123	114	100	129	119	134	143	125	+ 77	+ 22	+22	+14
1963	118	119	135	130	119	103	131	104	144	146	131	+216	+113	+29	+55
1964	125	128	145	139	123	106	154	117	170	185	150	+579	+335	+72	+47
1965	128	132	155	148	126	108	159	127	166	190	156	+340	+202	+19	+43
1966	130	133	162*	156*	128*	109	160*	126*	162*	184	167	+238*	+149*	— 1*	+ 6
1965															
2nd quarter	127	131	153	146	124	107	158	122	170	187	156	+ 93	+ 80	— 5	+ 3
3rd quarter	128	132	155	150	126	108	157	128	158	190	153	+108	+ 75	+21	+17
4th quarter	130	133	158	151	126	109	161	128	168	189	158	+ 80	+ 18	+13	+14
1966															
1st quarter	131	134	166	155	130	110	159	130	165	181	159	+ 89	+ 42	N/C	+19
2nd quarter	130	133	161	157	129	110	160	124	166	184	166	+ 61	— 10	—15	+26
3rd quarter	130	134	159	156	126	109	163	129	163	183	174	+ 96	+105	+20	—15
4th quarter	130	131	161*	157*	126*	109	159*	121*	155*	188	168	— 8*	+ 12*	— 5*	—24
1966															
August		135				109									
September		132				108									
October		131				108									
November		130				109									
December		131				109									
1967															
January		132*				109									
February						109									

	ORDERS		PRICES AND COSTS					LABOUR			IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
	Engineering industries: orders on hand	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry:		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment			
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average		Quarter or quarterly average	at current prices		
	at 1958 prices												
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956	Series shown in thousands			1958	1958	series shown in £ million
Value in base year, £m.	..	..	—		—	—	—				3,834	3,250	
1961	122	104	114·5	+3·4	104·4	119·1	130·3	305	213	24,072	119	117	— 5
1962	117	100	119·3	+4·2	103·0	120·6	136·3	422	149	24,208	121	120	+101
1963	136	117	121·7	+2·0	104·5	121·4	141·3	500	144	24,267	130	130	+107
1964	162	124	125·7	+3·3	108·6	124·7	148·5	361	221	24,606	148	136	—393
1965	165	121	131·8	+4·9	110·6	129·5	157·9	309	265	24,837	150	145	—109
1966	153	104*	136·9	+3·9	114·5	133·0	168·4	325	255		158	155	— 61
1965													
2nd quarter	166	127	132·0	+5·2	111·0	129·1	156·2	304	274	24,800	152	141	— 71
3rd quarter	165	117	132·6	+4·8	110·5	129·9	159·9	321	265	24,837	153	147	— 37
4th quarter	165	121	133·5	+4·6	111·5	130·5	161·9	305	269	24,967	153	151	+ 7
1966													
1st quarter	164	122	134·4	+4·3	113·7	131·4	165·9	279	279	24,919	159	153	— 42
2nd quarter	161	127	137·0	+3·8	116·8	133·1	168·1	282	282	24,930	155	145	—104
3rd quarter	159	109	137·5	+3·7	114·6	133·8	169·8	322	253		161	157	— 50
4th quarter	153	104*	138·6	+3·8	113·0	133·5	169·8	417	206		147	163	+135
1967													
1st quarter								458*	188				
1966													
August	160	115	137·8	+3·8	114·2	133·8	169·8	318	255		164	163	
September	159	109	137·6	+3·6	112·8	133·8	169·8	344	235		154	159	
October	158	105*	137·9	+3·8	113·3	133·5	169·8	377	217		150	163	
November	155	107*	138·8	+4·0	113·3	133·5	169·8	424	201		137	169	
December	153	104*	139·0	+3·7	112·4	133·5	169·8	449	200		157	158	
1967													
January	153*	106*	139·2	+3·6	112·4*	133·6*	170·9	454	191				
February			139·4	+3·7	112·2*	133·6*	171·3	454	188		172	174	
March								467*	184		163	167	

*Provisional. †Not seasonally adjusted.

Summary of activity at aerodromes in the United Kingdom and Channel Islands, October 1966

THE NUMBER of passengers at United Kingdom aerodromes in October was 10 per cent more than in October 1965. This was similar to the corresponding increases in preceding months and a little below the average rate of growth of 12 per cent a year over the last five years. At London area airports passenger traffic was 12 per cent more than a year earlier, with increases of 10 per cent at Heathrow and 33 per cent at Gatwick.

The weight of cargo handled at United Kingdom aerodromes in October was 10 per cent more than a year earlier. This was substantially less than the increases in the middle quarters of the year when some goods were diverted from the sea routes during and after the seamen's strike. Cargo handled at London area airports was 9 per cent more than in October 1965. This is less than in earlier months of the year and well below the average rate of growth in recent years. It is unwise, however, to attach much significance to the figure for a single month. In the first 10 months of 1966 cargo picked up and set down at London's airports was 25 per cent more than in the same months of 1965.

At all aerodromes the number of air transport flights in October was 14 per cent more than in the previous October. There was a similar increase in the London area. Unusually, there was a bigger increase in air transport movements than in traffic. The average annual increase has been about 3 per cent.

Detailed figures for October 1966 are given in the table below.

		Aircraft Movements		Passengers Handled (1)			Freight (2) set down and picked up	Mail set down and picked up
		Total	Air Transport	Total	Terminal	Transit	Short Tons	
B.O.T. and other United Kingdom aerodromes:	1966	92,569	43,897	1,737,464	1,671,856	65,608	45,304·7	3,435·6
	1965	75,725	38,522	1,572,990	1,512,506	60,482	41,031·1	3,254·9
London area aerodromes:	1966	26,160	20,465	1,081,723	1,064,438	17,285	23,666·5	2,358·0
	1965	23,917	17,869	968,709	954,854	13,855	21,643·5	2,237·4
*London (Heathrow)		19,600	18,144	976,140	959,510	16,630	22,393·9	2,323·0
*London (Gatwick)		5,056	2,295	104,999	104,344	655	1,268·7	35·0
*Stansted		1,289	16	512	512	—	3·9	—
Westland Heliport London		215	10	72	72	—	—	—
Other United Kingdom aerodromes:								
Aberdeen (Dyce)		1,550	295	8,131	7,048	1,083	34·2	10·4
*Belfast (Aldergrove)		2,223	1,915	71,842	70,399	1,443	1,868·5	286·5
Benbecula		166	104	2,498	1,294	1,204	8·9	3·1
*Birmingham		3,366	1,056	35,830	35,382	448	351·6	—
*Blackpool		3,528	428	8,156	8,008	148	102·3	—
*Bournemouth (Hurn)		2,095	101	2,847	2,560	287	0·4	—
*Bristol (Lulsgate)		2,172	681	11,202	7,742	3,460	246·9	—
Brough		1,433	62	910	910	—	0·3	—
Cambridge		5,300	80	629	629	—	134·9	—
*Coventry		2,440	25	363	351	12	45·8	—
*East Midlands (Castle Donington)		1,421	295	8,126	8,126	—	102·5	—
*Edinburgh (Turnhouse)		5,226	855	42,729	41,721	1,008	191·1	122·2
*Glamorgan (Rhoose)		1,817	477	8,691	7,387	1,304	23·7	—
*Glasgow (Abbotsinch)		3,139	2,639	110,049	108,151	1,898	1,125·7	196·8
Hawarden		538	280	2,656	1,385	1,271	11·8	—
Inverness (Dalcross)		225	140	4,740	3,487	1,253	19·0	—
Islay (Port Ellen)		95	73	1,352	1,351	1	12·7	4·6
*Isle of Man (Ronaldsway) (3)		927	726	18,350	16,181	2,169	311·9	17·9
Kirkwall		200	186	4,830	4,547	283	57·5	16·3
*Leeds/Bradford		4,151	830	19,206	17,403	1,803	190·0	—
*Liverpool		3,008	1,493	31,008	28,845	2,163	1,420·0	68·3
*Luton		2,921	463	25,700	25,559	141	56·7	—
*Lydd		1,761	1,679	9,821	9,821	—	5,168·0	—
*Manchester		4,253	2,853	97,933	92,691	5,242	2,846·7	300·0
*Newcastle (Woolsington)		1,858	525	18,542	18,064	478	176·1	—
Penzance Heliport		148	146	2,923	2,923	—	4·4	0·2
*Portsmouth		709	118	3,310	3,310	—	0·4	—
*Prestwick		1,504	1,036	35,544	19,598	15,946	965·9	22·4
Scilly Isles (St. Mary's)		168	146	2,923	2,923	—	4·4	0·2
*Southampton		1,379	1,068	21,439	20,528	911	1,195·7	—
*Southend		2,437	1,896	26,174	26,174	—	4,855·0	—
Stornoway		190	90	3,066	2,874	192	27·2	5·9
Sumburgh		87	78	1,863	1,862	1	17·8	13·5
Swansea		1,356	71	490	487	3	1·0	—
Tees-side (Middleton)		2,277	216	6,692	5,299	1,393	53·1	—
Tiree		120	108	481	268	213	0·8	0·4
Wick		221	198	4,695	2,130	2,565	5·3	8·9
Channel Islands aerodromes (4):	1966	..	3,870	103,164	93,459	9,705	1,673·6	..
	1965	..	3,883	90,010	78,357	11,655	1,554·6	..
Alderney		..	214	1,470	1,469	1	6·6	..
Guernsey		..	1,311	26,854	20,965	5,889	594·4	..
Jersey		..	2,345	74,840	71,025	3,815	1,072·6	..

NOTES:
(1) Revenue and non-revenue passengers on air transport movements only. Each passenger in transit through a reporting aerodrome is counted once only.
(2) Commercial freight set down and picked up on air transport movements only.
(3) Isle of Man (Ronaldsway) figures include diversions to Jurby.
(4) Channel Islands figures are included by courtesy of the C.I. Airports authorities.
* = U.K. Customs Airports. .. Not available. — = Nil or negligible.

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Orders, deliveries, production and exports in the engineering industries in January

THE MINISTRY of Technology reports that the first estimates for January indicate that production in the mechanical and electrical engineering industries (as shown in the first column of Table 1) fell back in January from the high level recorded for December. After allowing for seasonal factors there was still, however, a slight increase in the three months to January compared with the preceding three months. Fuller information available for the fourth quarter confirms the rise of 5½ per cent in output between the years 1965 and 1966. Mechanical engineering output in the fourth quarter rose a little to give an increase of 5 per cent for the whole year compared with 1965. After lower figures in the second and third quarters electrical engineering also rose in the fourth quarter to make production in 1966 6 per cent higher than in 1965.

In the wider group of engineering industries covered by Tables 2 and 3 (including some vehicles in addition to mechanical and electrical engineering) first indications are that, in spite of a drop in total deliveries for January, particularly in exports, deliveries in the November to January period were 3 per cent above those of the preceding three months (see column 3 of Table 2 – seasonally adjusted). On the basis of the revised figures now available for the fourth quarter of last year the increases in home and export deliveries between 1965 and 1966 are now shown as 4 and 9 per cent respectively. Orders on hand showed no change during January, but this still left them 3 per cent lower than three months earlier. The decline of 2 per cent for total new orders in the three months to January compared with the previous three months was due entirely to lower new orders for the home market, new export orders showing virtually no change between the two periods.

More detailed statistics of the current value of deliveries of certain mechanical and electrical engineering products for the fourth quarter of 1966 are shown in Table 4. Comparing the years 1966

(*Continued on next page*)

Table 1. Engineering and electrical goods (S.I.C. Order VI)
Index numbers of the volume of production, orders on hand and exports

	Production seasonally adjusted			Orders on hand (end of period) (3) seasonally adjusted			Exports (4)
	Total	Mechanical engineering (1)	Electrical engineering (2)	Total	For home market	For export	
	1958 = 100			December 1958 (unadjusted) = 100			1961 = 100
1958	100	100	100	102	102	101	81
1959	105	103	110	103	103	103	82
1960	114	112	116	121	121	122	91
1961	121	122	120	124	123	127	100
1962	123	122	126	120	116	129	100
1963	126	122	134	141	139	143	106
1964	137	133	144	164	164	163	105
1965	144	142	148	165	165	167	111
1966	152	149	157	154	155	152	116
1964 1st quarter	134	130	142	144	144	145	112
2nd quarter	136	131	145	151	152	150	111
3rd quarter	138	134	143	157	157	158	93
4th quarter	141	138	146	164	164	163	105
1965 1st quarter	144	142	146	168	168	168	106
2nd quarter	141	140	143	168	167	169	115
3rd quarter	145	143	147	166	166	166	107
4th quarter	148	143	155	165	165	167	115
1966 1st quarter	152	147	159	165	164	170	120
2nd quarter	149	145	156	163	162	164	113
3rd quarter	153	151	156	160	160	160	110
4th quarter	155	153	158	154	155	152	125
1966 February	148	144	156	166	165	170	
March	154	148	166	165	164	170	
April	151	148	157	164	162	168	
May	149	146	155	163	161	167	
June	146	141	155	163	162	164	
July	156	154	159	162	162	161	
August	155	154	159	161	161	160	
September	147	145	150	160	160	160	
October	154	153	156	160	159	160	
November	154	152	156	157	157	157	
December	157	155	161	154	155	152	
1967 January	152*	..	..	154*	155*	153*	
Average:							
Latest 3 months shown	154	153	158				
Previous 3 months shown	152	151	156				
Percentage change (5)	+1	+2	+1	—3	—3	—4	

* Provisional.
(1) Covers Minimum List Headings 331 to 352 of the Standard Industrial Classification, including scientific, surgical and photographic instruments, etc., and watches and clocks.
(2) Covers Minimum List Headings 361 to 369 of the Standard Industrial Classification.
(3) Index of the total value at constant (average 1958) prices of orders held in these industries.
(4) Quarterly index of the value at constant (average 1961) prices of exports included in Divisions 71, 72 and 86 of the Export List. The coverage is not identical with commodities produced in Order VI of the Standard Industrial Classification.
(5) In the case of orders on hand the percentage changes compare the level at the end of the latest month shown with the corresponding level three months earlier.

ENGINEERING INDUSTRIES IN JANUARY, *continued*

and 1965 most categories in the mechanical sector showed higher deliveries in 1966 with marked increases for space heating, ventilating and air-conditioning equipment, pumps and industrial valves and the whole of the industrial plant and fabricated steelwork group. Part of the increase shown by industrial engines was due to some re-allocation from other headings. Industries reporting lower deliveries in 1966 include agricultural machinery (other than tractors) and contractors' plant and quarrying machinery. In the electrical sector switchgear and control gear and insulated wires and cables showed substantial increases in the value of deliveries between the two years.

Description of the statistics

The volume indices of production and orders on hand in Table 1 relate to the engineering and electrical goods industries as defined in Order VI of the Standard Industrial Classification. The statistics of orders and deliveries in the engineering industries given in Tables 2 and 3 relate to the engineering and electrical goods industries as defined in Order VI of the Standard Industrial Classification together with locomotives and railway track equipment, railway carriages and wagons, heavy commercial vehicles and wheeled tractors (parts of Order VIII of the Standard Industrial Classification).

To assist in the interpretation of trends in these industries the statistics are published in seasonally adjusted form. While the method adopted in adjusting for seasonal factors removes regularly recurring influences, the seasonally adjusted series still reflects the effect of factors that do not recur regularly. Moreover, the seasonal pattern may be changing. The month to month variations are therefore kept under review, and the seasonal adjustment factors are reassessed each year as another 12 months' experience becomes available. Notwithstanding these difficulties the seasonally adjusted figures have shown themselves to be a valuable aid in interpreting trends in the complex engineering industries.

Care should be taken not to interpret changes between one month and another as necessarily indicating the underlying trend. The averages in the latest three months and in the previous three months give a more reliable guide to recent changes. The month to month fluctuations are particularly marked for the derived net new orders series, and in this case, the figures shown against the months in Table 2 are three month centred moving averages of the seasonally adjusted figures. e.g. the figures shown against December are the averages of the seasonally adjusted figures for November, December and January.

Table 2. Engineering industries (1) Seasonally adjusted Index numbers of the volume of orders and deliveries (2)

	Total			Home			Export		
	Orders on hand (end of period)	Net new orders (3)	Deliveries	Orders on hand (end of period)	Net new orders (3)	Deliveries	Orders on hand (end of period)	Net new orders (3)	Deliveries
	December 1958 (unadjusted) = 100	Average 1958 deliveries = 100		December 1958 (unadjusted) = 100	Average 1958 deliveries = 100		December 1958 (unadjusted) = 100	Average 1958 deliveries = 100	
1958	102	92	100	102	93	100	100	88	100
1959	103	105	104	103	106	105	102	103	102
1960	120	123	114	120	123	115	119	122	111
1961	122	123	122	120	123	123	126	122	118
1962	117	120	123	112	117	122	128	128	126
1963	136	139	126	134	137	123	143	143	134
1964	162	152	136	161	153	136	166	151	136
1965	165	145	143	164	145	143	170	146	142
1966	153	143	150	153	142	148	153	145	156
1964 1st quarter	140	142	134	138	144	134	144	137	135
2nd quarter	148	153	134	147	155	134	150	147	133
3rd quarter	154	152	135	153	151	135	159	155	134
4th quarter	162	161	139	161	160	139	166	163	139
1965 1st quarter	167	152	140	165	151	141	173	153	136
2nd quarter	166	138	142	164	139	143	172	138	142
3rd quarter	165	140	143	163	141	141	170	137	147
4th quarter	165	152	146	164	151	147	170	155	145
1966 1st quarter	164	147	149	162	145	148	171	152	150
2nd quarter	161	137	147	160	140	147	165	130	148
3rd quarter	159	146	152	158	145	149	161	149	158
4th quarter	153	142	153	153	138	149	153	151	167
1966 February	165	147	145	163	145	143	173	152	150
March	164	139	150	162	138	148	171	144	151
April	162	137	152	160	138	153	169	139	150
May	162	137	148	159	140	147	169	130	149
June	161	145	142	160	149	141	165	138	145
July	160	145	161	159	149	160	162	136	163
August	160	146	150	159	145	146	161	149	163
September	159	144	144	158	141	142	161	149	149
October	158	143	151	157	139	148	159	153	162
November	155	142	154	156	138	148	156	151	173
December	153	141	155	153	138	150	153	149	167
1967 January*	153	..	151	153	..	151	153	..	150
Average:									
Latest 3 months		141	153		138	150		149	163
Previous 3 months		144	149		141	145		149	158
Percentage change (4)	—3	—2	+3	—3	—3	+3	—4	Nil	+3

* Provisional.
(1) Engineering and electrical goods (S.I.C. Order VI), locomotives and railway track equipment, railway carriages and wagons, heavy commercial vehicles and wheeled tractors.
(2) At constant (average 1958) prices.
(3) The figures shown against the months are three month centred moving averages.
(4) In the case of orders on hand the percentage changes compare the level at the end of the latest month shown with the corresponding level three months earlier.

Table 3. Engineering industries (1) Unadjusted Index numbers of the volume of orders and deliveries (1)

	Total			Home			Export		
	Orders on hand (end of period)	Net new orders (2)	Deliveries (2)	Orders on hand (end of period)	Net new orders (2)	Deliveries (2)	Orders on hand (end of period)	Net new orders (2)	Deliveries (2)
	December 1958 = 100	Average 1958 deliveries = 100		December 1958 = 100	Average 1958 deliveries = 100		December 1958 = 100	Average 1958 deliveries = 100	
1958	100	92	100	100	93	100	100	88	100
1959	101	105	104	101	106	105	102	103	102
1960	117	123	114	117	123	115	119	122	111
1961	120	123	122	117	123	123	126	122	118
1962	115	120	123	109	117	122	129	128	126
1963	135	139	126	131	137	123	144	143	134
1964	161	152	136	158	153	136	168	151	136
1965	163	145	143	161	145	143	172	146	142
1966	152	143	150	152	142	148	154	145	156
1964 1st quarter	140	146	134	138	150	133	143	134	136
2nd quarter	148	160	138	148	163	138	148	151	138
3rd quarter	154	141	126	153	138	127	158	148	123
4th quarter	161	159	144	158	156	144	168	169	144
1965 1st quarter	167	161	145	165	164	146	172	154	142
2nd quarter	166	140	142	165	141	142	171	138	142
3rd quarter	165	129	133	163	128	132	169	131	135
4th quarter	163	151	152	161	148	152	172	160	151
1966 1st quarter	164	157	154	162	158	153	170	153	158
2nd quarter	161	139	147	161	142	146	163	129	148
3rd quarter	159	134	141	158	132	139	161	142	145
4th quarter	152	141	159	152	136	154	154	156	173
1966 January	163	145	145	161	145	145	172	145	146
February	165	163	150	162	162	147	173	164	159
March	164	162	166	162	166	166	170	149	167
April	163	127	140	161	126	139	168	128	145
May	163	145	146	161	148	146	166	134	146
June	161	144	154	161	150	154	163	124	153
July	160	141	148	160	138	147	162	153	149
August	160	125	126	160	122	122	162	133	136
September	159	138	149	158	136	149	161	142	149
October	158	149	156	157	143	152	160	163	166
November	156	141	160	155	134	154	158	161	175
December	152	135	162	152	132	157	154	145	178
1967 January*	152	139	144	151	137	142	153	142	147

* Provisional.
(1) See footnotes (1) and (2) to Table 2.
(2) Adjusted to allow for differences in the length of calendar months, but not for regularly recurring seasonal movements.

Statistics on Incomes, Prices, Employment and Production

Issues of this bulletin appear at regular intervals and give factual and up-to-date information on wage rates, earnings, hours of work and other conditions of employment, manpower, prices, production, profits and other relevant subjects. Part of the information included has not previously been published.

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ENGINEERING INDUSTRIES IN JANUARY, *continued*

Table 4: Deliveries of certain mechanical and electrical engineering products (a)

£ million

	1964	1965	1966*	1965		1966			
				3rd quarter	4th quarter	1st quarter	2nd quarter	3rd quarter*	4th quarter*
Machinery other than electrical:									
Agricultural machinery (excluding tractors)	65·8	58·8	53·2	14·3	12·3	14·8	14·8	13·3	10·3
Metal-working machine tools and welding machinery	141·0	158·5	166·5	37·8	40·6	43·3	39·6	42·4	41·2
Engineers' small tools and gauges	79·6	88·2	91·1	20·9	22·7	23·5	23·0	21·9	22·7
Industrial engines	109·5	113·0	138·7	28·2	40·8	28·0	32·3	34·6	43·8
Textile machinery and accessories	99·8	104·2	111·9	24·4	28·3	28·3	28·3	26·7	28·6
Contractors' plant and quarrying machinery	145·9	154·4	143·7	35·8	36·5	37·4	39·4	32·9	34·0
Mechanical handling equipment	110·3	118·3	129·8	29·7	32·5	33·2	31·7	32·3	32·6
Office machinery	92·2	79·6	78·5	16·7	18·7	18·5	19·7	18·2	22·1
Mining machinery	56·3	54·9	56·5	12·9	13·4	13·4	15·0	12·3	15·8
Refrigerating machinery	51·5	55·3	52·9	12·8	10·0	15·3	16·3	11·2	10·1
Space-heating, ventilating and air-conditioning equipment	66·5	71·0	79·3	17·8	19·9	20·5	18·3	19·7	20·8
Pumps and industrial valves	112·9	124·1	141·7	29·1	33·5	34·6	34·3	33·6	39·2
Air and gas compressors and exhausters	36·2	42·3	45·4	10·6	11·5	11·4	10·4	11·3	12·3
Food and drink machinery	47·7	46·7	44·9	11·6	12·6	10·4	11·0	11·2	12·3
Packaging machinery	24·3	23·7	26·6	5·5	6·9	6·4	6·8	6·2	7·2
Steel and non-ferrous metal rolling mills and ancillary equipment	23·8	24·3	26·7	3·8	6·8	7·0	6·3	7·1	6·3
Other machinery except electrical machinery	270·7	300·0	309·7	68·5	80·2	76·6	79·3	70·8	82·9
Industrial plant and fabricated steelwork:									
Water tube boilers	63·1	81·2	97·9	20·6	21·7	20·1	20·2	26·4	31·2
Shell boilers and boilerhouse plant	32·6	36·3	47·5	9·2	9·8	11·7	12·0	10·7	13·1
Chemical plant	53·7	86·4	127·9	25·3	23·5	26·5	32·8	34·7	33·9
Iron, steel and non-ferrous metal works plant other than rolling mills	37·6	34·3	36·9	9·0	7·8	9·1	7·5	7·0	13·3
Other industrial plant and fabricated steelwork	170·3	186·4	222·9	45·0	47·8	51·6	53·0	56·6	61·7
Electrical machinery:									
Generating equipment and rotating electrical machines	138·5	147·0	154·4	33·0	43·8	37·2	37·3	34·5	45·4
Transformers for lighting, heating and power	64·5	65·7	67·6	14·7	18·7	17·0	15·8	15·9	18·9
Switchgear and control gear	155·9	172·9	196·6	40·1	46·8	47·9	49·0	47·1	52·6
Other electrical machinery	26·7	26·9	31·8	6·9	7·9	8·2	8·0	7·9	7·7
Insulated wires and cables	183·8	220·5	255·9	52·7	62·7	65·9	65·4	60·6	64·0
Other electrical goods (except radio, telecommunications and other electronic apparatus):									
Domestic electrical appliances	165·8	152·4	159·1	34·8	45·6	36·9	36·4	36·7	49·1
Electrical equipment for motor vehicles, cycles and aircraft	86·3	85·2	89·4	18·8	21·5	22·4	24·8	21·7	20·5
Primary batteries	18·8	19·9	21·7	5·0	5·8	5·0	5·2	5·4	6·1
Secondary batteries (accumulators)	34·8	37·2	35·5	8·9	11·0	7·8	8·9	8·6	10·2
Electric lamps	30·2	32·5	34·4	7·0	9·6	9·0	8·3	7·5	9·6
Miscellaneous electrical goods	111·2	127·6	139·0	30·0	36·2	36·2	35·2	31·2	36·4
Components not included above and sub-contract sales	312·8	335·2	361·2	80·0	88·2	92·7	93·5	83·2	91·8
Amount charged for work done on customers' materials and repair work	83·4	88·0	101·2	22·6	23·0	23·6	24·8	26·4	26·4

(a) Characteristic products of industries in Order VI of the Standard Industrial Classification, except the ordnance and small arms, scientific instruments, clocks and watches, telegraph and telephone apparatus and radio and other electronic apparatus industries. Excluding deliveries by the smallest firms estimated at about 2 per cent of the total.
In general, spare parts supplied by manufacturers of complete machines are included with these machines, but parts, other than those separately specified, supplied for assembly by makers of complete machines are included in the heading for sub-contract sales and components.
* Provisional.

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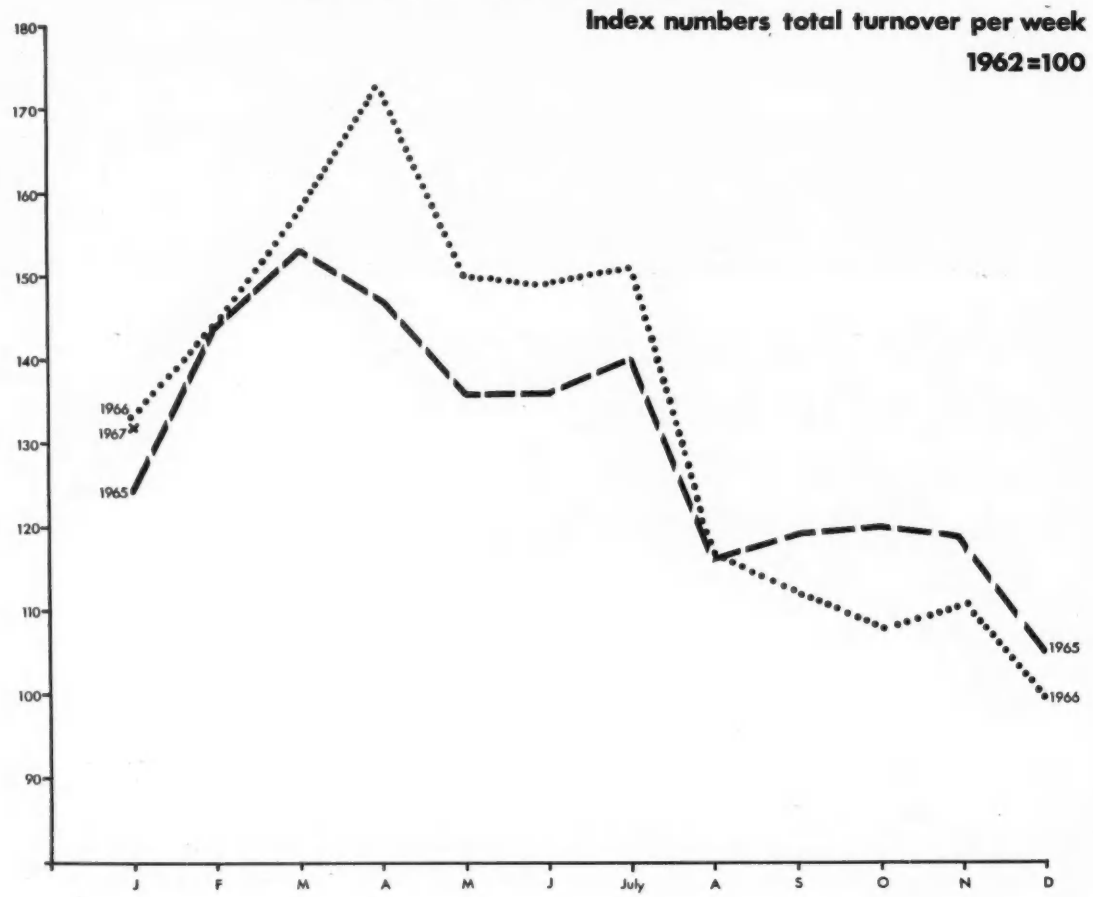
Turnover of the motor trades in January

SALES OF NEW vehicles by the motor trades showed some revival in January when they were 10 per cent lower than in January 1966, a much smaller decrease on a year earlier than had been recorded in the last four months of 1966. Sales of secondhand vehicles, however, which fell 6 per cent compared with January 1966, showed a decrease not greatly different from the average decrease in the second half of last year. Sales of petrol, oil, etc., and receipts from servicing and repairs were 11 per cent higher than in January 1966, a slightly greater increase on a year earlier than has recently been, on average, recorded.

This relative buoyancy in sales of new vehicles and in takings from petrol, oil, servicing, repairs, etc., resulted in the total sales of the trade being only 1 per cent less than in January 1966 compared with a fall of 7 per cent on a year earlier in the last quarter of 1966.

While the month-to-month movements in the series can be erratic at times so that too much significance should not be placed on one month's results, there were, in January, a number of factors making for greater activity among motor traders, for example, the recent introduction of new models, a perhaps greater tendency than in 1965/1966 to postpone purchases of new vehicles until the latest year letter in the registration mark became available and the unseasonably good weather which prevailed during most of the month and news of imminent increases in the price of new cars.

TURNOVER IN THE MOTOR TRADES



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Index numbers of turnover per week and percentage changes on a year earlier (a)

1962 = 100

Kind of business (Turnover in 1962 £ million)		Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
TOTAL TURNOVER (£2,979 million)	1963	112	105	125	113	104	89	101	121	124	132	120	124	110	107	112	112	92
	1964	127	128	141	125	114	116	132	134	147	138	139	134	120	122	118	127	100
	1965	130	141	140	125	114	124	144	153	147	136	136	140	116	119	120	119	105
	1966	133	146	157	125	106	133	144	158	173	150	149	151	116	112	108	111	99
	1967						132											
	1966	+ 3	+ 3	+12	Nil	— 7	+ 7	Nil	+ 3	+17	+10	+10	+ 8	Nil	— 6	—10	— 7	— 5
	1967						— 1											
ANALYSIS OF TURNOVER:																		
Sales of new motor vehicles (£1,119 million)	1963	119	116	142	114	106	96	111	136	145	153	130	132	104	107	118	115	89
	1964	143	154	167	132	118	136	158	166	185	157	160	148	122	128	123	142	95
	1965	138	172	151	122	109	144	176	192	165	142	147	149	105	113	116	117	96
	1966	136	173	178	112	80	155	166	192	227	160	154	163	92	87	82	88	72
	1967						139											
	1966	— 2	Nil	+18	— 8	—26	+ 7	— 6	Nil	+38	+12	+ 4	+ 9	—12	—23	—29	—25	—24
	1967						—10											
Sales of secondhand motor vehicles (£568 million)	1963	108	103	127	111	93	72	97	132	127	137	118	124	111	100	103	104	75
	1964	120	124	142	118	96	104	135	132	145	146	136	130	114	113	105	111	75
	1965	119	132	142	110	93	107	138	148	162	142	126	127	104	102	105	98	79
	1966	119	135	153	103	85	111	138	151	158	154	148	129	94	91	89	92	76
	1967						105											
	1966	Nil	+ 2	+ 8	— 6	— 8	+ 4	Nil	+ 2	— 3	+ 9	+17	+ 1	—10	—10	—16	— 6	— 3
	1967						— 6											
All other sales and receipts (£1,292 million)	1963	107	96	110	113	108	90	95	103	106	112	112	117	114	110	111	112	103
	1964	116	106	118	122	118	104	109	106	114	118	122	124	121	121	119	120	115
	1965	127	118	129	133	128	115	119	121	126	129	131	137	130	132	131	131	124
	1966	138	128	140	146	137	124	126	132	133	141	146	151	146	143	139	140	133
	1967						138											
	1966	+ 8	+ 8	+ 9	+10	+ 7	+ 8	+ 6	+ 9	+ 5	+ 9	+11	+10	+12	+ 8	+ 6	+ 7	+ 7
	1967						+11											

(a) The periods covered by the index numbers consist of either four or five weeks each quarter being divided into three 'monthly' periods of four, four and five weeks respectively. The period covered by January 1967 turnover was the four weeks from January 1, 1967, to January 28, 1967; the corresponding period in 1966 was from January 2, 1966 to January 29, 1966.

Retail sales in N. Ireland

STATISTICS PREPARED by the Ministry of Commerce show that the total value of retail sales in January was 1 per cent higher than the previous year, compared with no change in the fourth quarter of 1966 and an increase of 2 per cent for last year as a whole.

Sales by food shops and household goods shops showed increases of 2 per cent and 5 per cent respectively on the previous year, while clothing and footwear shops showed a decrease of 7 per cent on a year earlier.

Index numbers of value of sales per week (1961 = 100) and percentage changes compared with a year earlier.

	All kinds of business		Food shops		Clothing and footwear shops		Household goods shops		Other shops	
		%		%		%		%		%
1964 Year	114	+ 6	117	+ 7	109	+ 3	112	+ 5	111	+ 8
1965 Year	121	+ 6	125	+ 6	116	+ 6	120	+ 6	119	+ 7
1966 Year	124	+ 2	130	+ 4	116	+ 1	115	— 3	125	+ 5
1966 1st quarter	116	+ 5	129	+ 5	102	+ 5	110	+ 1	108	+ 5
2nd quarter	124	+ 7	131	+ 8	116	+ 4	113	— 2	123	+11
3rd quarter	119	— 1	124	+ 1	118	— 3	114	— 6	120	Nil
4th quarter	136	Nil	133	+ 2	131	— 8	124	— 7	148	+ 6
1966 January	112	+ 5	121	+ 5	95	+ 9	116	+ 5	109	+ 5
February	118	+ 1	132	+ 3	102	+ 1	119	— 6	104	Nil
March	119	+ 8	135	+ 9	107	+ 6	94	+ 2	111	+10
April	121	+12	130	+14	101	+ 2	108	Nil	126	+20
May	132	+ 7	137	+10	128	+ 1	123	— 4	129	+13
June	120	+ 2	127	+ 1	118	+ 8	109	— 1	113	Nil
July	115	— 1	118	Nil	103	— 1	114	— 5	121	— 1
August	122	Nil	125	+ 2	116	+ 1	112	—11	124	+ 1
September	120	— 2	130	+ 1	108	—10	117	— 1	115	Nil
October	122	+ 1	125	+ 2	112	— 5	115	— 6	125	+ 7
November	128	— 2	130	+ 2	130	—10	130	— 9	122	+ 2
December	158	Nil	146	+ 1	150	—10	126	— 5	198	+ 6
1967 January	113	+ 1	123	+ 2	88	— 7	122	+ 5	112	+ 2

Further details may be had on application to Ministry of Commerce, Index of Retail Sales, Room 311, 21 Linenhall Street, Belfast 2 (Tel. Belfast 33971, Ext. 79).

Overdrafts of the nationalized industries

THE TREASURY announce that the total bank overdrafts of the nationalized industries at March 15, 1967 amounted to £61.5 million of which £52.1 million was from the Clearing Banks and £9.4 million from the Scottish banks.

New companies registered

BELOW ARE DETAILS of new companies registered in Great Britain during February 1967 showing nominal capital. The figures are exclusive of unlimited companies and companies limited by guarantee.

Nominal Capital	Public Companies	Private Companies	Total
Under £1,000	—	1,694	1,694
£1,000 and under £10,000	—	521	521
£10,000 and under £50,000	—	67	67
£50,000 and under £100,000	—	4	4
£100,000 and under £1,000,000	—	6	6
£1,000,000 and above	—	1	1
Total number	—	2,293	2,293
Total amount of Nominal Capital	'000's £ —	'000's £4,696	'000's £4,696

Companies registered in Great Britain in 1966 and 1967

	1966		1967	
	Number	Nominal Capital £'000's	Number	Nominal Capital £'000's
January	2,252	4,987	2,085	3,279
February	2,430	6,800	2,293	4,696
March	3,480	9,437		
April	2,375	8,044		
May	2,304	3,960		
June	2,211	5,168		
July	2,019	5,314		
August	2,246	8,531		
September	2,096	6,613		
October	2,075	3,911		
November	2,256	4,374		
December	2,015	4,264		
Total	27,759	71,403		

New companies registered in Northern Ireland

IN THE MONTH of February 1967 one new public company with nominal capital of £15,000 and 16 private companies having a total nominal capital of just over £157,000 were registered in Northern Ireland.

This compares with a total of 20 new private companies having a total nominal capital of almost £121,000 registered in February 1966.

Analysis of man-made fibre production in 1966

TOTAL PRODUCTION by weight of man-made fibres in the United Kingdom during 1966 rose by 2 per cent compared with 1965, a sharp increase in the production of the synthetic fibres more than offsetting a decrease in production of non-synthetics. The proportion of total production represented by the synthetic fibres was 34 per cent in 1964, 38 per cent in 1965 and 44 per cent in 1966.

Production of synthetic fibres in 1966 exceeded 385 million lbs., an increase of 18 per cent over 1965 which compares with a rise of 17 per cent in the previous year. Within the total, output of synthetic continuous filament increased by 17 per cent and synthetic staple fibre by 19 per cent. The comparable increases for 1965 over 1964 were 9 and 29 per cent respectively.

Total output by weight of the non-synthetic fibres fell by 7 per cent in 1966 compared with 1965, as against a decrease the previous year of 2 per cent. Within the total for 1966, production of viscose staple fibres was 8 per cent less and viscose continuous filament 7 per cent less than in 1965. Production of acetate and triacetate fibres, of which continuous filament fell by 9 per cent and staple fibre rose by 1 per cent, was in total 7 per cent less than in the previous year.

Analysis of man-made fibre production

(million lb. 'delivered weight' basis)

	Year	Synthetic	Viscose (a)	Acetate and triacetate	Total
Total production	1960	134·4	398·2	59·5	592·0
	1961	145·9	350·4	71·4	567·7
	1962	182·9	366·8	77·5	627·2
	1963	232·3	408·1	78·7	719·2
	1964	278·7	448·1	98·4	825·2
	1965	326·3	434·0	101·8	862·1
	1966	385·3	401·5	94·8	881·6
Continuous filament	1960	82·1	141·6	44·9	268·6
	1961	87·5	121·0	53·5	262·0
	1962	114·0	123·3	53·5	290·8
	1963	141·7	128·2	60·3	330·3
	1964	165·6	138·6	73·9	378·1
	1965	180·0	139·3	77·1	396·4
	1966	211·3	130·0	70·0	411·4
Staple fibre	1960	52·3	256·6	14·6	323·5
	1961	58·4	229·4	17·9	305·7
	1962	68·8	243·5	24·0	336·3
	1963	90·6	279·9	18·4	388·9
	1964	113·1	309·5	24·5	447·1
	1965	146·3	294·8	24·6	465·7
	1966	174·0	271·4	24·8	470·2

(a) The viscose continuous filament figures include a very small amount of non-synthetics not separately specified.

British Film Fund Agency

IN the British Film Fund Agency information published in the *Board of Trade Journal* of March 31, page 826, the distributors' earnings for low cost films, not eligible for 2½ times rent, was given as £706. This figure should have read £710.

Production of man-made fibres in February

TOTAL PRODUCTION by weight of man-made fibres in February was 5 per cent more than in February 1966. Within the total, output of continuous filament was 1 per cent less and staple fibre 10 per cent more.

Man-made fibre production

(million lb. 'delivered weight' basis)

	Continuous filament (singles)	Staple fibre	Total
1963 (quarterly average)	82·6	97·2	179·8
1964 (quarterly average)	94·5	111·8	206·3
1965 (quarterly average)	99·1	116·4	215·5
1966 (quarterly average)	102·8	117·6	220·4
1965 3rd quarter	93·7	105·8	199·5
4th quarter	98·8	116·2	215·0
1966 3rd quarter	97·2	108·2	205·4
4th quarter	94·6	120·7	215·2
1965 December	32·9	40·2	73·0
1966 January	33·9	37·8	71·8
February	34·4	37·9	72·3
1966 December	29·4	40·7	70·1
1967 January	34·8	43·6	78·4
February	34·1	41·8	75·9

Business Monitor: Production Series

THE FOLLOWING titles and issues of Business Monitor Production Series are now available, and copies may be obtained by annual subscription from HMSO, PO Box 569, London, S.E.1:

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INDEX OF REGULAR STATISTICS

When did the Board of Trade Journal *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc.?*

Readers are reminded that an index of the date on which all regular statistical articles were last published appears each week at the end of the JOURNAL.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts, 1960 and 1964 during the week ended Friday, March 31, 1967.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
BRITISH					
Look at Life Series 33: *Coming to Terms*	Br/E 32177	9	March 28	Rank Film Distributors Ltd.	Rank Film Distributors Ltd.
The Spy with a Cold Nose	Br/E 32178	94	March 28	Paramount Film Service Ltd.	Associated London Films Ltd.
Maroc 7	Br/E 32180	91	March 29	Rank Film Distributors Ltd.	Cyclone Films Ltd.
Go-Go with Matt Monro	Br/E 32181	27	March 30	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe Pictorial Series 638/650: *Pathe Pictorial No. 644*	Br/E 32183	8	March 31	" "	" "
Pathe News 67-25	Br/E 31954	7	March 31	" "	" "
Pathe News 67-26	Br/E 31955	8	March 31	" "	" "
Movietone News 1972	Br/E 31888	7	March 31	Twentieth-Century Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 1972 A	Br/E 31889	9	March 31	" "	" "
FOREIGN					
Doctor Zhivago	F 32179	193	March 29	Metro-Goldwyn-Mayer Pictures Ltd.	Sostar S.A., Vaduz.
How to Succeed in Business without Really Trying	F 32182	121	March 31	United Artists Corp. Ltd.	Mirisch Corp.

Retail sales in February 1967

THE VOLUME of retail sales in the four months ended February was, on average and after seasonal adjustment, some 1 per cent higher than the average in the months August to October 1966 when, following the July measures, there was a sharp cut back in business. These figures confirm the modest recovery which was noted last month. For February itself the seasonally adjusted index of the volume of sales at 109 (1961=100) was the same as in each of the immediately preceding three months.

The recovery was most marked in non-food shops whose sales, by volume and after seasonal adjustment, were on average about 1½ per cent higher in the four months November to February than in the months August to October 1966. The greatest improvement was shown by durable goods shops though it should be noted that, despite this increase, their sales were still below the levels of a year earlier.

Clothing and footwear shops

Although the month-to-month changes in the sales of clothing and footwear shops continued to be variable the value of sales in the three months December 1966 to February 1967 seasonally adjusted and taken together, was more than two per cent higher than sales in the previous three months. Much of the increase was attributable to the exceptionally high sales in January relative to the rather low sales in the previous September and October. Turnover in these shops in February 1967 was nearly 3 per cent higher than in February 1966, but this was insufficient, when the 3 per cent increase in prices on the year is taken into account, to show an increase in the volume of sales compared with a year earlier.

Durable goods shops

The seasonally adjusted index of the value of sales of durable goods shops for the three months ended February was almost 3 per cent higher than in the previous three months, thus indicating that the improvement on earlier experience noted last month was being maintained.

The value of sales in February of this group of shops showed no change from that in February 1966. Since the prices of durable goods as a whole were almost 3 per cent higher than a year earlier, the volume of sales was thus about 3 per cent lower than in February last year. Furniture shops again showed a decrease in the value of sales compared with a year earlier though not as severe as in recent months. The other durable goods group of shops showed in total a small increase on sales in February 1966. In addition to the rental specialists who continued to show large increases on a year earlier, gas and electricity showrooms recorded large increases on a year earlier similar to those for January and in contrast to their experience all last year; it should, however, be remembered that a ban on the advertisement of gas and electric heating was in force in the early part of 1966.

Other non-food shops

The seasonally adjusted index of the value of sales of other non-food shops in the three months ended February was nearly 2 per cent higher than in the preceding period of three months, suggesting that the recovery in retail trade was widely spread. Mail-order business in February again showed a large increase on a year earlier, about 12 per cent compared with 17 per cent in January, and an average of 8 per cent in the last six months of 1966. Department stores sales were 2 per cent higher than a year earlier as compared with a 1 per cent increase in January and no change in the fourth quarter of last year.

Table 1. Retail sales seasonally adjusted (a)

Index numbers of value of sales per week.
(i) At current prices. 1961 = 100

	All kinds of business	Food shops	Non-food shops			
			Total	Clothing and footwear shops	Durable goods shops	Other non-food shops (b)
1965 4th quarter	123	122	124	118	122	127
1966 1st quarter	124	122	127	120	122	131
2nd quarter	126	124	126	119	123	131
3rd quarter	125	125	126	120	120	131
4th quarter	126	126	125	120	118	131
1966 February	124	122	125	118	121	130
March	125	122	128	122	121	134
April	125	124	126	117	124	131
May	127	125	127	119	123	133
June	125	123	126	120	121	130
July	126	124	128	121	126	132
August	126	125	128	123	118	134
September	124	125	123	117	116	128
October	125	125	124	116	119	132
November	126	126	126	123	117	131
December	126	128	125	120	117	131
1967 January	127	125	128	123	123	133
February	127	126	128	121	121	135

(ii) At average 1961 prices.

	All kinds of business	Food shops	Non-food shops
1965 4th quarter	109	105	112
1966 1st quarter	110	105	114
2nd quarter	110	106	113
3rd quarter	109	106	111
4th quarter	109	106	110
1966 February	109	105	112
March	110	106	115
April	110	107	113
May	111	107	114
June	109	105	113
July	110	106	113
August	109	106	113
September	107	106	109
October	108	106	109
November	109	106	111
December	109	107	110
1967 January	109	105	112
February	109	106	112

(a) All the series in this table are seasonally adjusted independently of each other. As was mentioned in the article in the *Board of Trade Journal* of July 6, 1962, this occasionally results in inconsistencies between totals and components. The components are liable to greater random irregularities than the totals and have a greater margin of uncertainty in their seasonal adjustment. In a similar way differences between the seasonally adjusted series of value and volume for the same broad group may be due to inconsistencies in the method of seasonal adjustment and should not be taken as wholly attributable to price changes.
(b) Including department stores and mail order businesses.

Table 2. Analysis by form of organization

February – Index numbers of values of sales per week, and percentage changes on a year earlier (a) 1961 = 100

	Total all retailers		Independent retailers		Multiple retailers		Co-operative societies	
		%		%		%		%
ALL KINDS OF BUSINESS	115	+3	111	+2	127	+6	99	—3
FOOD SHOPS (h)	124	+4	117	+3	153	+8	103	—2
Grocers	125	+4(f)	115	+3	166	+10	100	—2(f)
Butchers	119	+2	..	..	..	..	..	..
Greengrocers, fruiterers	107	+5	109	+5	106	+4	85	+2
Fishmongers, poulterers	119	+1	..	..	..	..	..	..
Bread and flour confectioners	133	+5(g)	129	+5	139	+4	..	..
Off-licences	124	+7	110	+6	136	+7	..	..
Dairymen	135	+2	..	..	..	..	122	—1
NON-FOOD SHOPS	108	+3	..	..	..	..	..	..
Clothing and footwear shops	90	+3	86	Nil	97	+6	75	—3
Footwear shops	82	+3	90	+3	79	+4	69	Nil
Men's and boys' wear shops	95	+1	89	—2	105	+3	62	—5
Women's, girls' and infants' wear, drapery and general clothing shops	91	+3	85	+1	101	+8	80	—3
Large (c)	—		85	+3	—		—	
Medium (c)	—		85	+4	—		—	
Small (c)	—		85	—1	—		—	
Durable goods shops	112	Nil	100	—2	136	+5	95	—7
Furniture shops	100	—2	99	—1	106	—7	—	
Large (c)	—		95	—3	—		—	
Medium and small (c)	—		100	Nil	—		—	
Other durable goods shops	124	+3	103	—3	147	+9	—	
Radio and electrical goods, etc., shops (e)	118	+2	103	—3	148	+10	—	
of which								
Rental specialists	..	..	..	..	193	+8	—	
Electricity showrooms	114	+8	—		114	+8	—	
Gas showrooms	183	+8	—		183	+8	—	
Miscellaneous non-food shops (b)	113	+3	..	..	..	..	..	..
Confectioners, tobacconists, newsagents	124	+3	121	+2	145	+6	—	
Booksellers, stationers	..		145	+6	..		—	
Chemists, photographic goods dealers (d)	107	+1	102	—1	115	+4	101	—4
Jewellers	104	+2	105	+3	99	+2	—	
Leather goods, sports goods, toys and fancy goods shops	88	+3	..	..	..	..	—	
Ironmongers and hardware shops	110	+5	113	+6	89	+4	—	
Other miscellaneous non-food shops	—		120	+4	—		—	
Department stores	91	+2	—		—		—	
Mail order businesses	180	+12	—		—		—	

Table 3. Index numbers of sales per week, and percentage changes on a year earlier (a)

(i) Analysis by broad groups- value and volume

1961 = 100

(Sales in 1961 £ million)	All kinds of business (£9,140)		Food shops (*h*) (£4,154)		Non-food shops: Total (£4,986)		Clothing and footwear shops (£1,384)	Durable goods shops (£956)	Miscellaneous non-food shops (*b*) (£1,962)	Department stores (£457)	Mail order businesses (£227)
	Value	Volume*	Value	Volume*	Value	Volume*					
1964 Year	113 +5	106 +2	112 +5	103 +1	114 +6	108 +4	110 +4	116 +7	114 +6	113 +5	142 +17
1965 Year	120 +6	108 +2	119 +6	104 +1	122 +6	111 +3	117 +6	121 +4	122 +7	118 +4	165 +16
1966 Year	125 +4	109 +1	124 +5	106 +2	126 +3	112 +1	120 +2	120 —1	128 +5	120 +2	184 +11
1965 1st quarter	109 +7	99 +2	114 +6	102 +1	105 +7	97 +4	95 +6	114 +7	105 +7	100 +5	140 +21
2nd quarter	116 +6	104 +2	117 +5	102 +1	116 +6	105 +2	115 +6	112 +4	115 +7	108 +3	154 +11
3rd quarter	117 +6	105 +2	117 +5	102 +1	118 +6	107 +3	112 +7	118 +3	120 +6	113 +5	148 +20
4th quarter	139 +6	124 +2	127 +6	110 +2	148 +5	134 +2	146 +4	140 +3	145 +6	151 +3	219 +13
1966 1st quarter	115 +5	102 +2	120 +5	104 +2	111 +5	100 +3	99 +4	116 +1	113 +7	105 +5	162 +16
2nd quarter	122 +5	106 +2	123 +6	105 +2	121 +4	108 +2	118 +3	114 +2	122 +6	111 +3	176 +14
3rd quarter	122 +3	106 +1	122 +4	103 +2	121 +3	107 Nil	114 +1	117 —1	126 +5	114 +1	160 + 8
4th quarter	142 +3	123 Nil	132 +4	112 +1	150 +2	132 —2	148 +2	135 —4	150 +3	150 Nil	237 + 8
1966 December	163 +3	141 Nil	145 +4	122 +2	178 +2	157 —1	184 +2	143 —4	184 +3	183 Nil	233 +10
1967 January	117 +2	101 —1	122 +3	103 Nil	113 +2	100 —1	107 +2	122 —2	110 +1	121 +1	134 +17
February	115 +3	99 Nil	124 +4	104 +1	108 +3	94 Nil	90 +3	112 Nil	113 +3	91 +2	180 +12
1967 Year to date†	+3	Nil	+3	Nil	+2	Nil	+2	—1	+2	+1	+14

(ii) Analysis by kinds of business: value only.

(Sales in 1961 £ million)	Food shops: Grocers (*f*) (£2,397)	Butchers (£637)	Greengrocers, fruiterers (£323)	Fishmongers, poulterers (£81)	Bread and flour confectioners (*g*) (£191)	Off-licences (£139)	Dairymen (£367)	Clothing and footwear shops: Footwear shops (£229)	Men's and boys' wear shops (£281)	Women's wear shops (£874)
1964 Year	112 +4	109 +6	103 +3	115 +7	119 +6	123 + 8	118 +7	109 +3	111 +4	111 +4
1965 Year	119 +6	113 +4	107 +4	120 +4	126 +6	135 +10	127 +7	114 +5	117 +5	118 +6
1966 Year	125 +5	116 +3	113 +6	120 +1	132 +4	146 + 8	132 +5	117 +2	120 +3	120 +2
1965 1st quarter	114 +6	114 +6	100 +5	116 +5	121 +5	109 + 9	123 +8	87 +6	100 +5	95 +6
2nd quarter	117 +6	109 +5	119 +4	121 +6	126 +7	110 +10	124 +4	120 +4	114 +5	114 +6
3rd quarter	117 +5	109 +4	109 +4	117 +2	127 +6	116 + 8	127 +7	112 +4	112 +7	112 +7
4th quarter	127 +7	121 +1	99 +3	125 +2	132 +6	207 +11	133 +8	137 +3	142 +4	149 +4
1966 1st quarter	121 +6	117 +2	104 +5	118 +1	127 +5	119 + 9	131 +7	92 +5	105 + 5	99 +4
2nd quarter	124 +6	112 +3	127 +7	123 +2	131 +4	122 +11	132 +6	123 +2	119 + 4	116 +2
3rd quarter	123 +5	112 +3	115 +5	117 Nil	131 +3	127 +10	131 +3	113 Nil	114 + 2	114 +1
4th quarter	133 +4	124 +3	106 +6	124 —1	137 +4	218 + 5	136 +2	139 +2	143 Nil	152 +2
1966 December	143 +5	133 +3	116 +6	128 —1	143 +5	337 + 4	137 +2	165 +2	178 +1	191 +3
1967 January	124 +3	121 +1	101 +5	117 Nil	124 +2	130 + 5	135 +3	97 +6	119 +2	106 +2
February	125 +4	119 +2	107 +5	119 +1	133 +5	124 + 7	135 +2	82 +3	95 +1	91 +3
1967 Year to date†	+4	+1	+5	+1	+3	+6	+2	+5	+1	+2

(Sales in 1961 £ million)	Durable goods shops: Furniture shops (£399)	Other durable goods shops: Total (£476)	Radio and electrical goods, etc., shops (*e*) (£372)	Electricity showrooms (£55)	Gas showrooms (£49)	Miscellaneous non-food shops: Confectioners, tobacconists, newsagents (£794)	Booksellers, stationers‡ (£60)	Chemists, photographic goods dealers (*d*) (£259)	Jewellers (£80)	Leather goods, sports goods, toys and fancy goods shops (£83)	Ironmongers and hardware shops (£235)	Other miscellaneous non-food shops (*i*) (£66)
1964 Year	111 +8	121 +6	114 +3	128 + 8	165 +21	113 +5	121 + 9	114 +6	118 +12	112 + 8	109 +2	113
1965 Year	117 +5	125 +3	116 +2	124 — 3	195 +18	122 +8	133 +10	120 +5	126 + 7	123 + 9	114 +4	118 +5
1966 Year	116 —2	125 Nil	118 +2	119 — 4	187 — 4	130 +6	144 + 9	127 +6	130 + 3	130 + 6	119 +4	121 +3
1965 1st quarter	107 +7	122 +7	112 +1	126 +15	191 +29	112 +7	121 +11	102 +6	97 +10	83 + 9	105 +4	116 +7
2nd quarter	113 +7	113 +2	104 —1	118 — 2	174 +21	117 +9	110 + 9	114 +5	103 + 7	103 + 9	113 +4	123 +5
3rd quarter	115 +4	120 +3	110 +2	117 —12	202 +19	124 +8	121 + 8	122 +3	120 + 5	125 + 7	112 +4	108 +4
4th quarter	135 +4	144 +2	136 +3	137 — 9	212 + 6	136 +8	180 +11	143 +5	184 + 6	179 +10	127 +4	126 +2
1966 1st quarter	109 +2	122 Nil	117 +4	109 —14	177 — 7	122 +9	135 +11	109 +7	102 + 5	91 + 9	111 +6	116 Nil
2nd quarter	114 +1	115 +3	108 +4	113 — 4	173 — 1	125 +7	121 + 9	121 +6	109 + 6	109 + 6	117 +4	127 +3
3rd quarter	114 —1	121 Nil	112 +2	117 Nil	190 — 6	131 +6	132 + 9	129 +6	125 + 4	133 + 6	117 +5	113 +5
4th quarter	126 —7	143 —1	135 —1	137 Nil	207 — 3	142 +4	191 + 6	149 +4	185 Nil	186 + 4	131 +3	130 +4
1966 December	132 —6	153 —1	154 —1	135 + 1	166 — 4	161 +4	238 + 5	192 +5	286 + 1	288 + 4	146 +3	149 +4
1967 January	114 —6	131 +2	124 Nil	126 + 8	185 +10	120 +2	139 + 5	110 +1	94 + 1	94 + 3	108 —1	103 Nil
February	100 —2	124 +3	118 +2	114 +8	183 + 8	124 +3	145 + 6	107 + 1	104 + 2	88 + 3	110 +5	120 +4
1967 Year to date†	—4	+3	+1	+8	+9	+2	+5	+1	+2	+3	+2	+2

* Average 1961 prices. ‡ Independent retailers only. † January-February.

Footnotes to Tables:

(a) The periods covered by the index numbers consist of either four or five weeks, each quarter being divided into three 'monthly' periods of four, four and five weeks respectively. The period covered by February 1967 sales was the four weeks from January 29, 1967, to February 25, 1967, the corresponding period in 1966 was from January 30, 1966, to February 26, 1966. As the figures are based on the value of sales they are affected by price movements including changes in purchase tax.

(b) Includes figures for variety and other general stores which are not published separately.

(c) These descriptions are based on 1961 turnover groupings. Large denotes shops with sales of £100,000 and over in 1961. Medium denotes shops with sales of £25,000 and under £100,000 in 1961. Small denotes shops with sales of under £25,000 in 1961.

(d) These index figures do not reflect chemists' receipts under the National Health Service, which are as far as possible excluded by contributors in their returns.

(e) Includes radio and/or electrical goods shops, radio and television rental specialist shops, radio and cycle shops, cycle shops and perambulator shops.

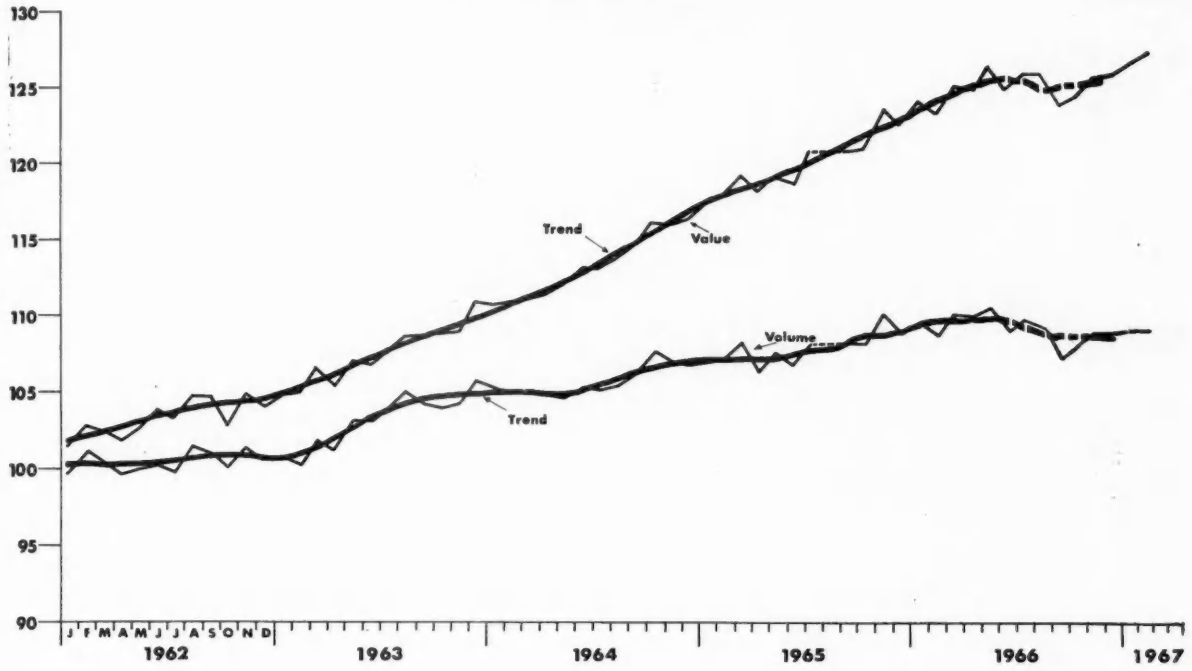
(f) Including bakery departments of co-operative societies.

(g) Excluding the bakery departments of co-operative societies, which are included in the estimate for grocers.

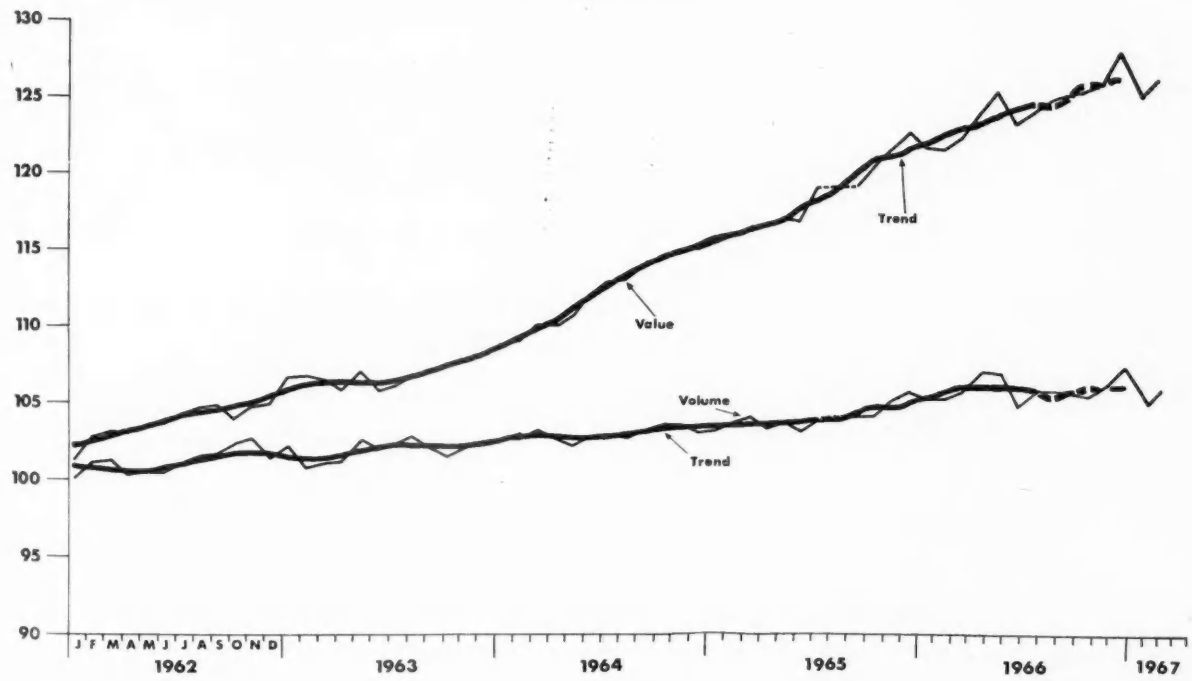
(h) Includes a very small amount of other food shops which are not published separately.

(i) Figures cover sales by florists, nurserymen and garden seedsmen, pet and pet food shops, pawnbrokers, general secondhand dealers and certain other miscellaneous non-food shops.

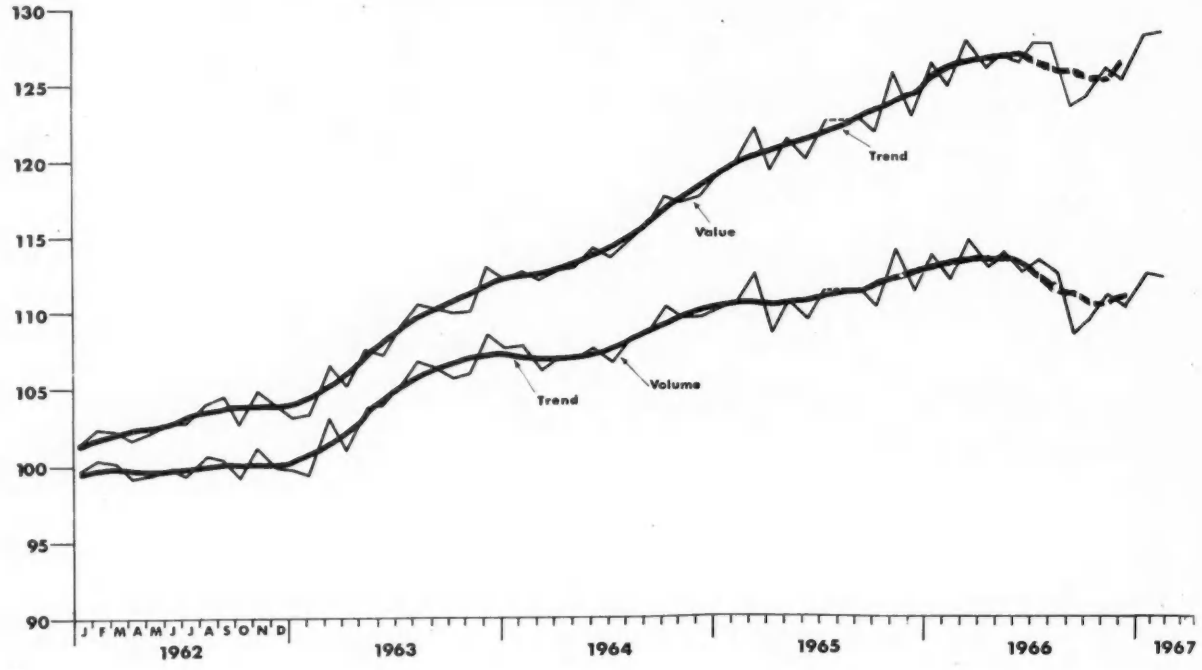
All kinds of Business



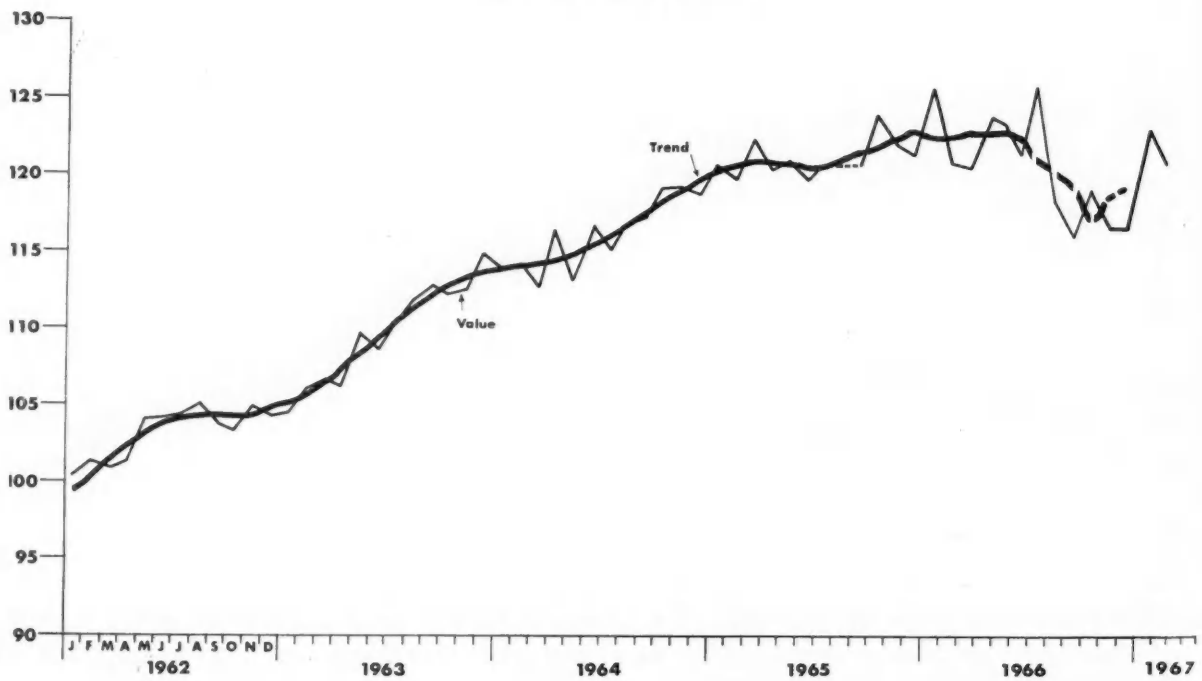
Food Shops

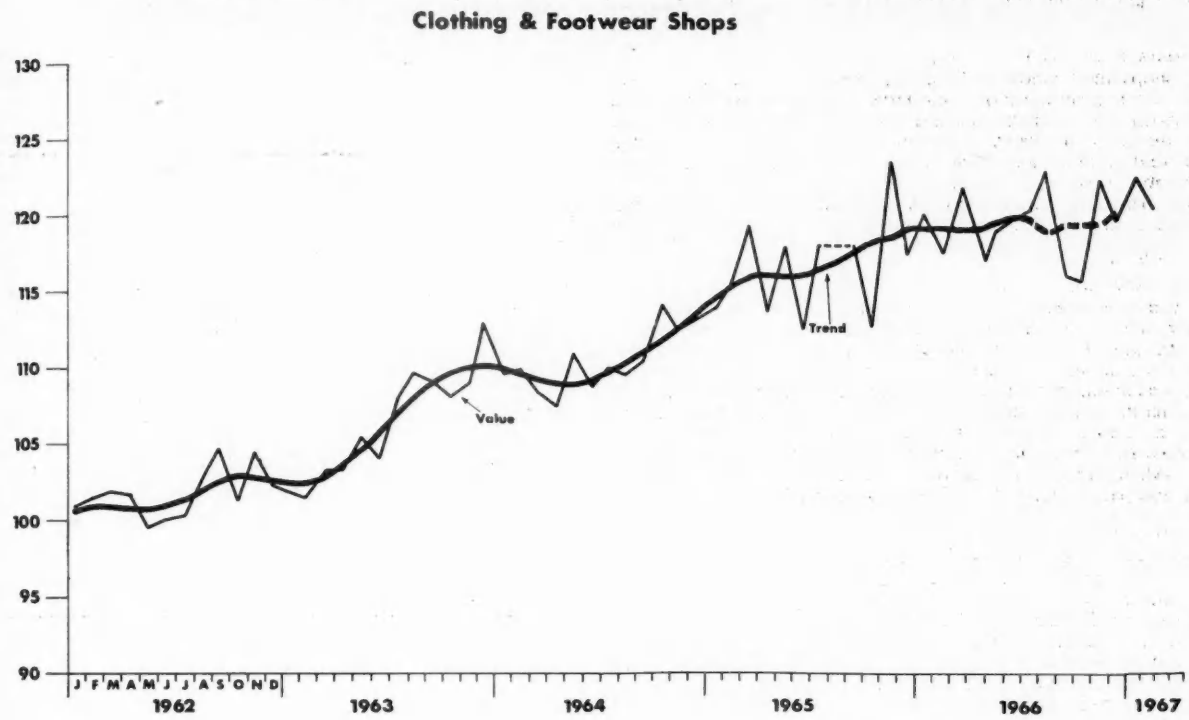


Non-Food Shops



Durable Goods Shops




Clothing & Footwear Shops
130
125
120
115
110
105
100
95
90
Trend
Value
J F M A M J J A S O N D
1962
1963
1964
1965
1966
1967

Other Non-Food Shops
130
125
120
115
110
105
100
95
90
Trend
Value
J F M A M J J A S O N D
1962
1963
1964
1965
1966
1967

Hire purchase and other instalment credit business in February

THE INSTALMENT credit business of finance houses and durable goods shops maintained in February, after allowing for seasonal factors, the improvement over the latter months of 1966 which had been shown in January. Business still remained, however, well below the level of February, 1966. The debt owed to finance houses and durable goods shops fell by £20 million during the month, the same amount as in January, but on a seasonally adjusted basis, the fall in debt was at a slower rate in the first two months of 1967 than in the last quarter of 1966.

Finance houses

New credit extended in February was 26 per cent lower than in February last year, the same decrease on the year earlier as in January. This confirms the indication in January of a recovery from the low level of the last five months of 1966 when new credit was running on average at about a third below the level of the corresponding period of 1965. Continued improvement, though not as marked as in January, in the credit advanced for new and used cars, has particularly influenced the February experience. The debt owed to finance houses fell by £12 million in February compared with a fall of £14 million in January, but the fall in that month was partly under the influence of normal seasonal factors.

Durable goods shops

Instalment credit sales of durable goods shops in February were 16 per cent lower than in February 1966, a smaller decrease on a year earlier than in January (23 per cent) and in the latter months of 1966. This apparent improvement may be due to the reduction in business in February 1966 after the tightening of the hire purchase controls which took place on February 8. The most significant contribution to the apparent improvement was experienced by multiple retailers in the other durable goods group of shops whose sales showed a fall on a year earlier of 3 per cent in February compared with a fall of 20 per cent in January.

The debt owed to durable goods shops fell by £6 million during the month to stand at £267 million, £57 million below the level at the end of February last year.

Other instalment credit retailers

The credit sales of general mail order houses, the dominant member of this group of retailers, which were in February 12 per cent higher than in February last year, continued the run of increases over a year earlier which has now become the normal pattern. The increase in February was smaller than that in January (17 per cent), but similar to the average for last year (11 per cent). The outstanding debt of this group of retailers fell during February by £4 million, but, as in January, under normal seasonal influences.

Table 2. Hire purchase and other instalment credit extended and repaid

£ million

Period	New Credit Extended: By Shops (a)	By Finance Houses	Tota	Repay-ments	Change in Debt: Unadjusted	Seasonally adjusted
1961 . . .	248	574	822	833	— 11	
1962 . . .	271	490	761	808	— 47	
1963 . . .	295	558	853	781	+ 72	
1964 . . .	314	711	1,025	869	+156	
1965 . . .	306	727	1,033	952	+ 81	
1966 . . .	235	621	856	989	—133	
1963 1st Qtr. .	60	115	175	186	—11	+ 1
2nd Qtr. .	68	160	228	196	+32	+16
3rd Qtr. .	77	148	225	199	+26	+21
4th Qtr.. .	90	135	225	200	+25	+34
1964 1st Qtr. .	*74	166	240	212	+28	+41
2nd Qtr. .	69	204	273	218	+55	+35
3rd Qtr. .	75	181	256	214	+42	+39
4th Qtr.. .	96	160	256	225	+31	+41
1965 1st Qtr. .	71	185	256	232	+24	+36
2nd Qtr. .	71	220	291	237	+54	+31
3rd Qtr. .	73	176	249	239	+10	+10
4th Qtr.. .	91	146	237	244	— 7	+ 4
1966 1st Qtr. .	63	182	245	256	—11	+ 1
2nd Qtr. .	58	200	258	251	+ 7	—17
3rd Qtr. .	53	139	192	242	—50	—50
4th Qtr.. .	61	100	161	240	—79	—67

(a) Durable goods shops and department stores; not including other instalment credit retailers.

*Fourteen weeks.

Table 1. Hire purchase and other credit instalments outstanding

£ million, end of period

Owed directly to	Year	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Durable goods shops	1965	328	328	325	321	323	321	320	318	319	319	322	329
	1966	327	324	316	311	309	301	298	292	286	281	280	278
	1967	273	267										
Department stores	1965	30	29	29	29	29	29	29	29	29	29	29	31
	1966	31	30	29	29	28	28	28	27	27	27	27	29
	1967	28	26										
Finance houses	1965	755	766	785	807	826	843	856	861	855	851	848	836
	1966	836	839	840	849	860	863	869	853	829	806	785	756
	1967	742	730										
Total of above	1965	1,113	1,123	1,139	1,157	1,178	1,193	1,205	1,208	1,203	1,199	1,199	1,196
	1966	1,194	1,193	1,185	1,189	1,197	1,192	1,195	1,172	1,142	1,114	1,092	1,063
	1967	1,043	1,023										

Table 1a. Hire purchase and other credit instalments outstanding: other instalment credit retailers

£ million, end of period

	Year	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Total as shown in Table 1	1965	1,113	1,123	1,139	1,157	1,178	1,193	1,205	1,208	1,203	1,199	1,199	1,196
	1966	1,194	1,193	1,185	1,189	1,197	1,192	1,195	1,172	1,142	1,114	1,092	1,063
	1967	1,043	1,023										
Other instalment credit retailers* . . .	1965	159	151	14	150	151	150	149	150	154	160	172	190
	1966	180	174	172	171	173	171	167	163	165	170	180	198
	1967	188	184										
Grand Total	1965	1,272	1,274	1,288	1,307	1,329	1,343	1,354	1,358	1,357	1,359	1,371	1,386
	1966	1,374	1,367	1,357	1,360	1,370	1,363	1,362	1,335	1,307	1,284	1,272	1,261
	1967	1,231	1,207										

*Comprising general stores (other than department stores), general mail-order houses and co-operative non-durable goods departments.

Table 3. Retailers: Instalment credit sales of selected kinds of business

Index numbers of value of goods sold on hire purchase and other instalment credit per week and percentage changes compared with a year earlier

Average of 1961 = 100

Kind of Business (H.P. and other instalment credit sales in 1961 £ million)	Durable Goods Shops (Total)								Furniture Shops						Other Durable Goods Shops									
	Total (£303)		Independents (£110)		Multiples (£161)		Co-operative Societies (£32)		Total (excluding Co-operative Societies) (£128)		Multiples (£62)		Independents (£65)		Total (excluding Co-operative Societies) (£143) (b)		Radio and electrical, etc., goods shops (c)							
																	Total (£82)		Multiples (£37)		Independents (d) (£45)			
1963 Year	114	+ 8	101	+ 3	124	+13	111	+ 4	102	+ 2	108	+ 4	97	— 1	125	+15	124	+16	144	+25	107	+ 8		
1964 Year	116	+ 2	100	— 1	126	+ 2	119	+ 7	107	+ 4	114	+ 5	100	+ 3	124	— 1	110	—11	123	—15	101	— 6		
1965 Year	112	— 5	101	Nil	118	— 8	117	— 4	109	+ 1	110	— 4	108	+ 7	113	—10	96	—15	100	—20	92	—10		
1966 Year	93	—17	82	—19	100	—15	95	—19	93	—15	94	—15	92	—15	92	—19	76	—21	87	—13	67	—27		
1966 1st quarter	97	— 9	90	— 9	101	— 9	106	— 7	95	— 2	95	+ 3	96	— 6	97	—14	85	— 9	89	— 4	81	—13		
2nd quarter	90	—14	79	—14	97	—13	96	—14	91	—10	93	—11	89	— 8	88	—17	73	—18	83	— 4	64	—22		
3rd quarter	86	—19	73	—23	96	—16	84	—24	88	—18	90	—17	86	—18	85	—19	66	—24	79	—13	54	—33		
4th quarter	97	—26	86	—30	106	—22	93	—31	98	—26	98	—28	98	—25	98	—24	81	—30	97	—19	68	—39		
1966 January	108	+ 1	104	— 4	109	+ 4	117	+ 4	107	+ 4	103	+13	110	— 4	107	— 1	97	+ 3	100	+11	95	— 3		
February	98	— 6	90	— 2	103	— 8	100	— 7	98	+ 2	104	+ 6	91	— 3	97	—11	87	— 3	86	— 4	88	— 2		
March (a)	88	—18	78	—18	93	—19	101	—15	84	— 9	81	— 8	88	—10	89	—25	73	—23	83	—15	64	—30		
April	90	—14	80	—15	96	—14	92	—13	89	—11	90	—12	87	—11	91	—16	77	—18	84	—15	70	—20		
May	94	—13	81	—11	101	—14	105	—14	94	— 7	96	—10	92	— 3	92	—17	75	—20	87	—16	65	—23		
June (a)	87	—14	75	—14	94	—14	91	—15	90	—11	93	—12	87	— 9	83	—17	67	—18	79	—11	57	—24		
July	97	—10	87	—10	103	— 9	102	—12	99	—10	97	—12	101	— 8	94	— 9	74	—11	83	— 9	67	—13		
August	79	—22	64	—27	90	—18	75	—29	80	—20	84	—20	77	—20	78	—22	58	—26	75	—11	44	—40		
September (a)	84	—25	69	—31	95	—20	78	—30	85	—22	88	—19	81	—24	85	—26	65	—31	80	—18	52	—42		
October	95	—25	80	—31	105	—21	91	—29	92	—25	93	—24	91	—26	98	—25	75	—31	89	—21	64	—40		
November	98	—28	82	—33	108	—24	97	—32	94	—30	92	—33	97	—26	101	—25	79	—31	101	—13	61	—46		
December (a)	99	—24	93	—26	105	—22	90	—31	106	—24	107	—27	104	—22	95	—22	87	—27	99	—22	76	—32		
1967 January	82	—23	76	—27	87	—20	83	—29	78	—26	72	—30	84	—23	86	—20	72	—27	80	—20	64	—32		
February	82	—16	72	—20	90	—12	75	—24	77	—21	79	—24	75	—18	87	—10	74	—15	83	— 3	66	—25		

Kind of Business (H.P. and other instalment credit sales in 1961 £ million)	Other Selected Kinds of Business								Total of Selected Kinds of Business (f) (£673)	
	Department Stores (£54)		Other General Stores (e) (£72)		General Mail Order Houses (£201)		Co-operative Societies non-durable goods departments (£43)			
1963 Year	105	..	..	..	..	..	..	..	..	..
1964 Year	109	..	..	..	..	..	..	..	..	..
1965 Year	104	..	133	..	165	..	95	..	128	..
1966 Year	103	— 1	125	— 6	184	+11	93	—2	124	—3
1966 1st quarter	95	+ 8	96	—12	162	+16	71	—1	115	+2
2nd quarter	97	+ 1	120	+ 2	176	+14	86	—5	119	Nil
3rd quarter	92	— 6	108	— 7	160	+ 8	83	—5	111	—6
4th quarter	128	— 5	176	— 6	237	+ 8	134	+1	152	—7
1966 January	120	+32	92	—16	115	+16	62	—1	106	+6
February	82	— 2	92	—10	160	+19	62	—9	112	+3
March (a)	85	— 3	101	—10	202	+14	84	+5	123	—2
April	98	— 2	117	+ 2	163	+15	84	—5	115	—1
May	107	+ 8	130	+ 9	196	+15	95	—2	130	+3
June (a)	89	— 2	114	— 3	170	+14	81	—6	115	—1
July	110	— 1	111	— 3	148	+ 6	87	—4	114	—2
August	78	— 6	97	— 8	148	+14	78	—3	101	—6
September (a)	89	—11	114	—11	179	+ 6	83	—6	116	—9
October	109	— 1	135	— 7	221	+ 8	89	+4	138	—7
November	117	—12	175	— 5	257	+ 6	119	—3	156	—9
December (a)	152	— 3	211	— 7	233	+10	181	+2	161	—6
1967 January	101	—16	82	—11	134	+17	60	—4	98	—8
February	81	— 1	86	— 6	180	+12	61	—2	110	—2

(a) Average of five weeks. (b) Comprises electricity and gas showrooms, radio and electrical shops (including radio or television hire shops).
(c) Excluding electricity and gas showrooms. (d) Comprises radio and electrical shops, cycle and perambulator shops.
(e) Includes credit traders calling on customers. (f) Comprises durable goods shops (including co-operative societies, durable goods departments), department stores, other general stores, general mail order houses and co-operative societies (non-durable goods departments).

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Finance houses: new instalment credit extended

Table 4. Index numbers of new hire purchase and other instalment credit extended direct to hirers per calendar month and percentage changes compared with a year earlier

Monthly average 1961 = 100

(Value in 1961)	Private cars – new (£93 million)		Private cars – used (£190 million)		Commercial motor vehicles – new and used (£89 million)		Motor cycles, side-cars, power assisted cycles – new and used (£38 million)		Caravans – new and used (£12 million)		Farm equipment and tractors (£12 million)		Industrial and building plant and equipment (£48 million)		Household goods (a) (£59 million)		Other goods (£33 million)		All goods (£574 million)	
1963 Year	134	+38	94	+10	80	+ 3	61	— 2	100	+ 8	87	+13	102	+12	97	+ 9	96	+10	97	+10
1964 Year	171	+28	127	+35	96	+21	69	+14	112	+12	105	+21	151	+49	96	— 1	129	+34	124	+27
1965 Year	172	+ 1	136	+ 7	91	— 5	59	—14	123	+11	103	— 2	176	+16	70	—27	156	+21	127	+ 2
1966 Year	132	—23	117	—14	87	— 4	42	—29	121	— 2	109	+ 6	158	—10	57	—20	140	—11	108	—15
1966 1st quarter	172	—10	135	Nil	103	+ 6	48	— 9	109	+16	93	+23	179	Nil	66	—12	162	+11	127	— 1
2nd quarter	187	—18	162	— 5	109	+ 2	65	—22	161	— 2	115	+22	178	—10	57	—19	142	—16	140	— 9
3rd quarter	110	—31	104	—23	78	— 4	39	—36	138	— 4	132	— 5	142	—17	51	—20	127	—17	97	—21
4th quarter	58	—48	68	—36	60	—25	17	—58	76	—17	97	— 4	132	—15	53	—28	128	—19	70	—32
1966 January	169	+ 9	113	+15	96	+ 9	35	— 6	74	+24	80	+ 6	175	+21	76	— 1	170	+20	117	+12
February	162	—11	133	— 2	95	+ 4	48	— 8	102	+13	93	+24	171	— 2	64	— 5	154	+11	122	— 2
March	186	—22	158	— 7	118	+ 4	60	—12	151	+14	106	+40	191	—12	57	—28	163	+ 2	141	—10
April	185	—20	150	—17	110	— 2	60	—30	146	— 6	103	+17	186	+ 6	55	—27	134	—17	135	—14
May	206	— 8	167	— 3	116	+ 4	66	—25	166	+ 1	125	+37	178	—13	58	—20	144	—19	146	— 7
June	170	—24	168	+ 7	101	+ 5	69	— 9	171	Nil	117	+13	170	—20	58	— 7	148	—10	138	— 6
July	192	— 8	159	+ 3	105	+15	63	— 4	179	+17	143	— 6	173	— 9	58	— 9	148	— 5	140	— 1
August	74	—48	78	—39	65	—13	28	—54	115	—20	144	— 6	131	—23	47	—23	120	—23	78	—33
September	63	—50	76	—39	63	—19	26	—53	119	—12	110	— 2	122	—21	47	—28	112	—22	73	—34
October	63	—50	71	—39	64	—23	21	—61	95	—17	115	+ 6	134	—17	48	—33	123	—22	73	—34
November	70	—43	73	—33	66	—22	17	—61	78	—16	103	— 6	137	—14	55	—24	131	—16	75	—29
December	42	—51	60	—36	50	—32	14	—48	56	—20	74	—14	126	—14	57	—28	129	—21	62	—32
1967 January	107	—37	78	—31	73	—24	16	—55	61	—18	81	Nil	160	— 8	62	—19	145	—15	86	—26
February	106	—35	95	—29	75	—21	22	—54	88	—13	85	— 9	153	—11	50	—21	118	—23	90	—26

(a) Includes pedal cycles and some mopeds; mopeds are generally classified with motor cycles but some returns do not distinguish mopeds from pedal cycles.

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P. J. L. Homan.

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Retailers' stocks in February

STOCKS HELD by retailers at the end of February were estimated to be 4 per cent higher than at the corresponding date in 1966, the same increase as shown in the previous month and about the average for the preceding three months.

In volume terms, retailers' stocks were 1 per cent higher at the end of February than a year earlier. This increase is similar to that shown in the previous two months.

Estimate of changes in retailers' stocks

(At cost at end of month.) Index numbers (end 1960 = 100) and percentage changes on a year earlier.

	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
(a) At current prices												
1960. . .	94	99	102	103	105	104	99	98	102	109	113	100
1961. . .	98	102	107	109	110	111	108	107	110	117	122	106
1962. . .	103	106	112	113	116	112	110	110	112	121	127	111
1963. . .	106	109	116	117	119	116	113	113	114	125	134	117
1964. . .	115	117	123	125	125	124	118	122	125	133	143	126
1965. . .	121	124	133	134	136	133	128	132	133	141	151	133
1966. . .	128	131	141	140	144	143	135	141	141	150	160	137
1967. . .	133	136										
1966. . .	+6	+6	+6	+4	+6	+8	+6	+7	+6	+6	+6	+3
1967. . .	+4	+4										
(b) At constant (Dec. 1960) prices												
1960. . .	95	100	103	105	106	105	100	99	102	109	113	100
1961. . .	98	102	106	107	109	109	106	104	107	113	118	103
1962. . .	100	102	108	109	110	107	105	104	106	114	120	104
1963. . .	100	103	110	110	112	110	107	106	108	118	126	110
1964. . .	108	109	114	116	115	114	109	113	115	122	130	115
1965. . .	110	112	121	121	122	119	115	119	119	126	135	119
1966. . .	115	117	126	124	128	127	119	123	124	131	140	120
1967. . .	116	118										
1966. . .	+5	+4	+4	+3	+5	+6	+4	+4	+4	+4	+3	+1
1967. . .	+1	+1										

Note: Retailers' stocks at end December 1960 were £993 million at current prices.

UNITED KINGDOM OVERSEAS TRADE

Unit value and volume index numbers for February

IN FEBRUARY the import and export unit value indices and the terms of trade were unchanged from the January levels. The import unit value index was the same as during the latter half of last year and the export unit index and the terms of trade were one point higher.

While the import unit value index remained almost unchanged from the January level the index for basic materials fell by over one per cent, and there was a small drop in the fuels index. These falls were offset by an increase in the manufactured goods index. The index for food, drink and tobacco remained unchanged.

A marginal fall was recorded in the export unit value index in unrounded terms. This arose from a fall of almost one per cent in the index of non-manufactured goods and a marginal fall in the manufactured goods index, recorded as a fall of one point in rounded terms. Within the manufactured goods class the metals index fell by about one and a half per cent due to lower average values for metal manufactures but this was largely offset by rises in the indices for both chemicals and textiles.

Volume index numbers

Trends in the volume of trade will be discussed in the quarterly articles which analyse United Kingdom trade in more detail than in the monthly commentaries.

Note: This series of index numbers based on 1961 = 100 was first introduced in the *Board of Trade Journal* of September 13, 1963; an account of the method of construction of the index numbers was published in the September 1963 issue of Economic Trends. All the index numbers published with this article take account of the inclusion of trade in diamonds and precious stones in the United Kingdom import and export statistics.

(*Tables on the following pages*)

Cargo Action!

One-airline service from major cities in Europe, Africa, Asia to America, and between important markets within it.

Only on TWA!

United Kingdom import and export unit value index numbers

TABLE 1 (1961 = 100)

	IMPORTS					EXPORTS								
								Manufactured Goods						
	Total	Food, Beverages and Tobacco	Basic Materials	Fuels	Manufactured Goods	Total	Non-Manufactures	Total	Chemicals	Textiles	Metals	Machinery and Transport Eqpt.	Other	(1) TERMS OF TRADE
Section or Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	65	67 to 69	7		
Weights . .	1,000	327	222	106	337	1,000	125	843	86	65	123	428	141	
1955 . . .	108	109	108	112	106	92	106	90	114	95	93	85	89	86
1956 . . .	110	109	111	119	107	95	112	93	113	94	99	88	92	87
1957 . . .	111	109	115	138	100	100	122	96	114	96	102	92	94	89
1958 . . .	103	104	100	120	96	99	108	97	109	96	103	95	94	96
1959 . . .	102	105	98	111	98	98	103	97	108	92	99	97	95	96
1960 . . .	102	104	101	104	101	100	102	99	104	96	101	99	97	97
1961 . . .	100	100	100	100	100	100	100	100	100	100	100	100	100	100
1962 . . .	99	102	96	98	99	101	99	102	98	100	101	103	102	102
1963 . . .	103	111	97	97	101	104	103	104	100	102	102	106	104	101
1964 . . .	107	115	103	95	105	106	107	106	101	107	106	107	105	99
1965 . . .	107	113	102	90	109	108	104	109	104	109	113	110	108	102
1966 . . .	109	114	103	84	114	112	104	114	106	111	119	114	113	103
1964 1st quarter .	107	118	102	96	103	105	107	105	101	105	104	106	104	98
2nd quarter .	106	115	103	96	104	106	108	105	101	107	105	107	104	99
3rd quarter .	106	113	103	94	106	107	108	107	101	107	107	107	106	101
4th quarter .	107	113	103	94	108	107	106	107	102	108	110	108	105	100
1965 1st quarter .	107	115	102	93	108	108	106	108	103	109	111	109	106	100
2nd quarter .	107	114	102	92	108	108	104	109	104	110	112	109	108	101
3rd quarter .	106	112	102	90	109	109	103	110	105	108	114	110	109	102
4th quarter .	107	113	102	89	110	109	103	111	105	109	114	111	110	102
1966 1st quarter .	108	113	104	88	112	111	104	112	105	110	118	112	111	102
2nd quarter .	110	117	105	87	114	113	105	114	108	111	121	114	113	102
3rd quarter .	109	114	103	84	116	113	104	115	108	111	122	115	113	104
4th quarter .	109	114	102	83	116	113	102	115	106	111	119	116	115	104
1965 February .	107	114	102	93	108	108	106	108	103	110	111	109	106	101
March .	107	114	101	93	108	108	106	108	104	110	111	109	107	101
April .	107	114	102	92	108	108	104	109	104	110	112	109	108	101
May .	107	115	102	92	108	108	104	109	104	110	112	109	107	101
June .	107	113	102	91	108	108	103	109	104	110	113	109	108	101
July .	106	111	102	91	108	108	103	109	104	109	113	110	108	102
August .	106	111	102	90	109	109	103	110	104	109	113	110	109	102
September .	107	112	103	90	109	109	102	110	105	108	114	110	110	102
October .	107	112	103	89	110	109	102	110	105	109	114	111	110	102
November .	107	113	102	89	111	109	102	110	105	108	115	111	110	102
December .	107	113	103	88	110	110	103	111	105	109	114	111	111	102
1966 January .	107	112	103	89	112	110	104	111	105	109	116	112	111	103
February .	108	113	104	89	112	111	105	112	105	110	117	112	112	102
March .	109	115	104	88	114	112	105	113	106	111	120	113	112	102
April .	110	116	104	88	114	112	105	113	108	110	120	113	113	102
May .	110	118	105	87	113	112	104	114	108	111	121	114	111	102
June .	110	117	105	85	115	113	105	114	108	112	121	114	114	103
July .	109	113	104	84	116	113	106	115	108	111	123	115	113	104
August .	109	113	103	84	116	113	105	115	108	111	122	115	113	104
September .	109	115	102	84	116	113	103	115	107	110	122	115	114	104
October .	108	113	102	84	114	113	103	115	106	111	120	116	114	105
November .	109	114	101	83	117	113	102	115	107	111	118	116	115	104
December .	109	115	101	83	117	113	101	115	105	112	119	117	115	104
1967 January .	109	115	101	83	116	114	102	116	105	111	120	117	116	105
February .	109	115	99	82	117	114	101	115	107	112	118	117	116	105

(1) Export Unit Value Index as a percentage of the Import Unit Value Index.

PHOTOGRAPHS FOR THE JOURNAL

The Editor will be glad to consider prints of industrial photographs suitable for publication in the Board of Trade Journal.
Black and white prints. *These should be 'action' photographs showing UK goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination. Photographs of UK businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.*
Colour photographs: *Four-colour illustrations with an export angle and for which blocks are available will be considered for use as coloured cover illustrations.*

United Kingdom import and export volume index numbers

TABLE 2

(1961 = 100)

Section or Division	Imports: Total	Imports: Food, Beverages and Tobacco 0 and 1	Imports: Basic Materials 2 and 4	Imports: Fuels 3	Imports: Manufactured Goods 5 to 8	Exports: Total	Exports: Non-Manufactures 0 to 4	Exports: Manufactured Goods: Total 5 to 8	Exports: Manufactured Goods: Chemicals 5	Exports: Manufactured Goods: Textiles 65	Exports: Manufactured Goods: Metals 67 to 69	Exports: Manufactured Goods: Machinery and Transport Eqpt. 7	Exports: Manufactured Goods: Other
Weights	1,000	327	222	106	337	1,000	125	843	86	65	123	428	141
1955	80	88	102	75	62	87	85	85	65	135	86	82	87
1956	80	90	99	71	62	91	89	91	69	129	97	89	87
1957	83	93	103	70	66	93	88	93	74	128	100	91	87
1958	84	98	92	76	67	89	88	89	71	109	93	90	84
1959	90	98	98	88	76	93	90	92	81	109	99	92	89
1960	101	100	107	96	100	97	92	97	93	109	98	97	93
1961	100	100	100	100	100	100	100	100	100	100	100	100	100
1962	103	104	96	112	103	102	110	101	107	99	100	100	102
1963	107	102	101	120	112	108	120	106	113	101	100	107	110
1964	119	104	108	128	136	111	115	111	126	105	102	107	123
1965	120	102	107	140	137	117	121	117	131	104	109	114	128
1966	123	101	102	154	146	121	128	120	139	97	104	120	134
Unadjusted:													
1965 1st quarter	116	96	107	147	128	112	111	112	129	103	101	110	123
2nd quarter	121	101	109	141	142	119	117	120	134	105	115	118	131
3rd quarter	120	104	109	133	137	113	121	112	127	104	106	108	122
4th quarter	123	109	106	146	141	124	134	122	132	104	113	120	138
1966 1st quarter	128	105	105	155	154	123	130	123	134	98	102	125	139
2nd quarter	123	98	98	151	152	116	121	116	131	91	100	118	123
3rd quarter	124	101	109	155	145	115	116	115	134	94	96	114	135
4th quarter	118	102	97	161	133	131	146	129	155	105	118	125	143
1966 February	118	97	95	153	140	121	132	120	132	97	104	120	136
March	135	111	111	164	165	138	148	137	147	108	106	145	149
April	122	97	95	156	152	111	115	111	122	92	97	110	130
May	125	100	97	159	156	127	133	128	148	96	110	136	117
June	121	98	103	138	149	108	113	108	124	86	94	108	121
July	127	100	109	151	157	113	108	114	124	98	98	113	133
August	122	101	114	155	136	116	107	117	136	97	91	117	138
September	122	101	104	158	142	117	132	115	143	88	100	111	135
October	118	103	100	150	134	127	133	127	148	104	115	119	159
November	111	105	100	164	108	142	160	140	168	116	127	137	155
December	125	97	93	169	157	124	145	119	148	94	114	119	116
1967 January	144	107	111	192	181	129	133	129	159	106	114	127	140
February	122	103	85	172	146	126	147	125	156	99	109	122	140
Seasonally adjusted:													
1965 1st quarter	*114*	*93*	*108*	*144*	*125*	*116*	*116*	*115*	*131*	*104*	*105*	*111*	*132*
2nd quarter	*120*	*101*	*109*	*139*	*139*	*113*	*115*	*113*	*128*	*102*	*108*	*108*	*129*
3rd quarter	*122*	*108*	*108*	*131*	*142*	*118*	*126*	*117*	*131*	*106*	*112*	*115*	*122*
4th quarter	*122*	*106*	*104*	*146*	*141*	*121*	*126*	*121*	*132*	*103*	*110*	*122*	*131*
1966 1st quarter	*126*	*103*	*105*	*153*	*149*	*121*	*132*	*121*	*132*	*96*	*103*	*121*	*141*
2nd quarter	*121*	*98*	*98*	*149*	*149*	*114*	*124*	*113*	*131*	*92*	*98*	*113*	*126*
3rd quarter	*126*	*104*	*108*	*153*	*151*	*122*	*122*	*121*	*139*	*97*	*104*	*122*	*135*
4th quarter	*117*	*99*	*96*	*161*	*135*	*127*	*134*	*126*	*153*	*102*	*113*	*125*	*133*
1966 February	*127*	*103*	*106*	*165*	*149*	*127*	*141*	*127*	*138*	*101*	*112*	*126*	*146*
March	*124*	*100*	*108*	*150*	*148*	*120*	*136*	*120*	*129*	*93*	*95*	*125*	*135*
April	*123*	*97*	*99*	*155*	*153*	*120*	*132*	*119*	*133*	*99*	*103*	*116*	*145*
May	*127*	*102*	*102*	*160*	*155*	*122*	*132*	*121*	*141*	*94*	*104*	*127*	*119*
June	*114*	*94*	*94*	*133*	*140*	*100*	*109*	*99*	*118*	*83*	*88*	*96*	*115*
July	*129*	*103*	*109*	*153*	*158*	*116*	*121*	*115*	*128*	*99*	*101*	*113*	*131*
August	*129*	*110*	*112*	*157*	*151*	*126*	*116*	*127*	*146*	*101*	*103*	*130*	*140*
September	*121*	*100*	*103*	*150*	*143*	*124*	*128*	*122*	*144*	*92*	*107*	*122*	*135*
October	*118*	*101*	*101*	*155*	*133*	*128*	*125*	*128*	*150*	*105*	*114*	*124*	*149*
November	*107*	*99*	*97*	*159*	*107*	*131*	*138*	*130*	*159*	*106*	*114*	*129*	*138*
December	*126*	*98*	*91*	*168*	*164*	*121*	*139*	*119*	*150*	*94*	*111*	*121*	*113*
1967 January	*134*	*104*	*103*	*183*	*165*	*136*	*144*	*134*	*164*	*114*	*122*	*127*	*156*
February	*131*	*111*	*96*	*181*	*153*	*131*	*154*	*129*	*160*	*104*	*116*	*125*	*147*

Exhibitions and Fairs

Machine tools' first major showing at WESTEC

A report by the Commercial Department, British Consulate-General, Los Angeles

BRITISH machine tool and cutting tool manufacturers made a bid for greater sales on the West Coast of the United States by staging in Los Angeles on March 13-17 the largest display of British tools yet seen at the Western Metal and Tool Exposition. Twelve of the best known British machine tool firms, under the joint sponsorship of the Machine Tool Trades Association, the Board of Trade and the British Consulate-General in Los Angeles, sent over some of their latest machines together with demonstrators and sales executives.

The outstanding British display this year, well publicised by five local trade magazines, served notice on local buyers and distributors that the British machine tool industry really meant business. In previous shows, apart from two or three enterprising British firms, the field had been left very much to the Japanese, who have increased the size of their display year after year, and to the Italians, Canadians, French, Swiss and Germans. But it was a very different story this year. The British exhibit was the largest and best presented foreign display in the show. Several immigrant engineers from Britain stopped by the official inquiry point to express pleasure at the better show put on by Britain this time. Adcock and Shipley were there with their well finished horizontal milling machines and Balding Engineering with their much sought-after Beaver N/C and standard milling machines. F. J. Edwards Ltd. displayed one of their Besco Truecut precision shears, while B. Elliott featured a press brake and shears by the side of a vertical milling machine and lathe. Alfred Herbert attracted a good deal of attention with their Programauto and auto robot lathes, while Hey Engineering took advantage of the opportunity to introduce their automatic facing and centreing machine to the market. Kerry's Engineering and Electronics Ltd., who were also new to the market, got off to a fine start with their well-priced lathes, and Wadkin Ltd. demonstrated a large milling machine. James Neill & Company, who have been in the show for three successive years now and are second to none in the imaginative way they have tackled the United States market, had a most attractive display of magnetic chucks, magnets and hacksaw blades. Clarkson (Engineers) Ltd. aroused a good deal of interest in their milling cutters and chucks, sales of which are rapidly increasing. Sheffield Twist Drill and Steel Company and G. & J. Hall Ltd., both of whom are just embarking upon a determined sales drive on the West Coast, exhibited at the show, the former with twist drills and end mills, and the latter with band saw blades and special design ratchets.

On distributors' stands in other parts of the show were to be seen a Myford lathe and grinder, a Kitchen and Wade radial drill and a BSA automatic.

It is still early to attempt an assessment of the results before all the many leads have been followed up. But enough orders were taken at the show itself to prove that the exhibit had been very worthwhile. One British manufacturer alone, making machines that happen to be in short supply, took orders worth about £100,000, while a second firm was only marginally less successful. A third firm sold four machines worth about £35,000. Yet a further firm, in addition to taking four orders on the stand, received as many as 250 requests for quotations; if only a small percentage of these results in orders, the amount of business will be considerable. Other firms, whose machines were not in such short supply locally, managed nevertheless to go away with a very satisfactory number of serious inquiries. Two of the cutting tool firms, who were making their first stab at the market, were delighted at getting as many expressions of interest as they are able to service from existing stocks. Judging from this year's experience, there can be no doubt that British firms making the kind of cutting tools and machine tools needed on the West Coast such as: milling machines, lathes, automatics and grinding machines, would find it in their best interest to participate at next year's Western Metal and Tool Exposition.

The British exhibit in WESTEC was particularly well timed, because manufacturing plants on the West Coast are going through a boom period what with increased defence spending on military aircraft and the large amount of commercial aircraft business that has found its way to the area in connection with the Boeing 747 and SST programmes and the Douglas DC9 and extended DC8. Imports of British machine tools, entering through the ports of Los Angeles and Long Beach, have been rising rapidly. They went up from $508,982 in 1962 to $1,227,989 in 1965. Although the complete figures for 1966 are not yet in, projections based on the first 10 months of the year point to total imports of $2,500,000 or more. If the present level of business holds up throughout 1967, far better results are expected this year.

Year after year, the machines to be seen at WESTEC improve in variety and degree of sophistication. As the largest machine tool show in the Western part of the United States, it attracts buyers and agents from all over California, several coming from as far afield as Arizona, Seattle and New Mexico. This year's attendance was about 26,500, an improvement of nearly 60 per cent over last year. The 315 exhibitors included such well-known domestic names as: Cincinnati Milling Machine, Bridgeport, South Bend, Dumore and Ingersoll Milling Machine, to mention but a few. Nor has the importance of the show, as a key to the West Coast machine tool market, been neglected by other foreign countries. Japan, who take part annually, had an impressive display of high quality machines. The Italians too were represented by several machines forming a national exhibit. Next, in descending order of size of representation, came the French, Swiss and Germans, whose machines were displayed on distributors' stands. In 1968, Australia plans to have a national exhibit in WESTEC for the first time.

All available space for next year had been sold out before this year's show closed. It speaks well for the value of the show for sales promotional purposes that all this year's British participants intend to come again next year. Space has been reserved and more space has been asked for, in the event of there being cancellations, in order to accommodate any additional British firms that might want to join in. Applications for space will need to be received by mid-May, if the best possible positions are to be secured.

At the Paris Machinery Show Sir Patrick Reilly, HM Ambassador to France (centre left), is seen discussing the Cavalier combine with Mr. R. J. Garnham, Ransomes general sales manager for farm machinery.

A report on the Fair will appear next week.

3rd Franco-British fair

THE third Franco-British (Sussex/Normandy) Exhibition in the series which began with the fair held in Dieppe in 1965 and was followed by the equally successful show staged at Brighton in September last will be held in the Palais des Expositions, Dieppe, from September 9 to 17. The Federation of Sussex Industries will again be organizing British participation in the Exhibition and, on this occasion, support under the Board of Trade joint venture scheme will be available to firms sponsored by the Federation.

The total of 86,100 sq. ft. of stand space is to be divided equally between British and French participants, the British area being sub-divided into sections covering a range of product groups such as engineering, electronics, furniture, fashions and food.

Participation is open to any firm in the United Kingdom and space is fast being taken up: any firms interested in exhibiting are advised to get in touch without delay with Mrs. N. Potter, Federation of Sussex Industries Ltd., Seven Dials Corner, Brighton 1. Telephone Brighton 28070. Telex 87323 FSI Brighton.

Midland Bank Service at the

MILAN TRADE FAIR

April 14-25 1967

The Midland Bank's specialised service for overseas traders will be available in Milan throughout the period of the Fair.

Any help or advice required during this time in connection with international trade will gladly be given by our representative, Mr. G. L. Clarke, a member of the Central Management of our Overseas Branch in London. He can be contacted at Stand 25 TR II which is situated in the Emiciclo Del Commercio Estero.

If you expect to be at the Fair and need our assistance BEFORE you travel, you are invited to get in touch with Mr. Clarke in advance, either at Overseas Branch, 60 Gracechurch Street, EC3 (telephone: Monarch 9944) or through any one of our 2,650 branches in England and Wales.

Midland Bank

EXPERT AID FOR EXPORT TRADE

32nd INTERNATIONAL FAIR OF THESSALONIKI

3 – 24 September 1967

Leading centre of trade in the Mediterranean Area

1966: **2,836 EXHIBITORS from 35 COUNTRIES**
18 OFFICIAL SECTIONS
1,600,000 VISITORS

Information: Administration of the I.F.T.,
Thessaloniki – Greece
and at Greek Consular Authorities

New British 'heavy load' ship visits Gothenburg

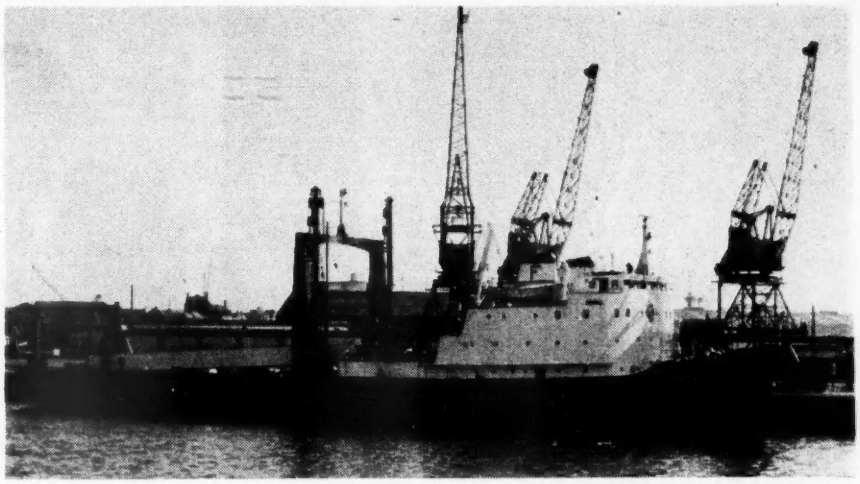
THE MV 'Kingsnorth Fisher' has been visiting Gothenburg during the International Sea Transport Exhibition which opened on April 1 and will close on April 9. This vessel, one of two specially designed ships using a 'roll-on roll-off' method to transport heavy plant and equipment, is on long-term charter to the Central Electricity Generating Board. The vessel has been open for inspection by the press and other interested parties from April 4 to 7. The Board of Trade, BNEC (Export Council for Europe) and the Port of Manchester are contributing towards the cost of the visit.

The British participation at the exhibition comprises displays by 17 manufacturers and eight Port Authorities. These displays have been sponsored under the Board of Trade 'Joint Venture' scheme by the British Marine Equipment Council, the Dock and Harbour Authorities Association and the Shipbuilding Conference.

The exhibition, the first of its kind, was opened by Viscount Simon, chairman of the Port of London Authority and president of the Dock and Harbour Authorities Association.

Note:

The 'Kingsnorth Fisher' and her sister ship the MV 'Aberthaw Fisher' are owned and operated by James Fisher & Sons Ltd., and are designed to operate from established ports near to the source of manufacture to deliver units which for physical or other reasons are prevented from movement to site by road throughout. Use of the ship obviates the need for shore cranage facilities. The particular loads to be handled are units of electrical equipment such as generator stators, transformers and condensers having a net weight of up to 300 tons, or boiler drums, crane girders or similar loads of a maximum length of about 140 ft.



MV 'Kingsnorth Fisher' which is now visiting the International Sea Transport Exhibition at Gothenburg.

NWTEC has big plans for Brussels British Week

WOOL PROMOTION has always been an important feature of British Weeks. The following article, published in the National Wool Textile Export Corporation's *News Bulletin*, outlines the very full programme that the corporation is arranging to take place during the British Week in Brussels next October.

'The basic aim of British Weeks, to influence consumers at the point of retail sale, is exactly in line with the corporation's own view on effective promotion, and participation by British wool textiles has formed an important part of every major Week over the past three years. Displays of garments made from British wool cloth and the special events organized in connection with these promotions have been a feature of the campaigns in Dusseldorf, Copenhagen, Amsterdam, Milan and Lyons and, where possible, this work has been extended to include smaller-scale efforts in such towns as Florence and Osnabruck.

'For the Brussels Week, arrangements are in hand for an intensive canvass of all stores and shops interested in the sale of British wool textile items and retailers will be encouraged to co-operate through a window display cum slogan contest. This has been found to be an effective method of securing a large number of displays at nominal expense and is doubly effective in that each window incorporates a different slogan praising British wool textiles. The garments shown in the various windows will be identified by the "Woven in the British Isles" mark which is registered in Belgium and the displays will feature new display material incorporating the mark, including a large stand-up version of the swing ticket made in plastic.

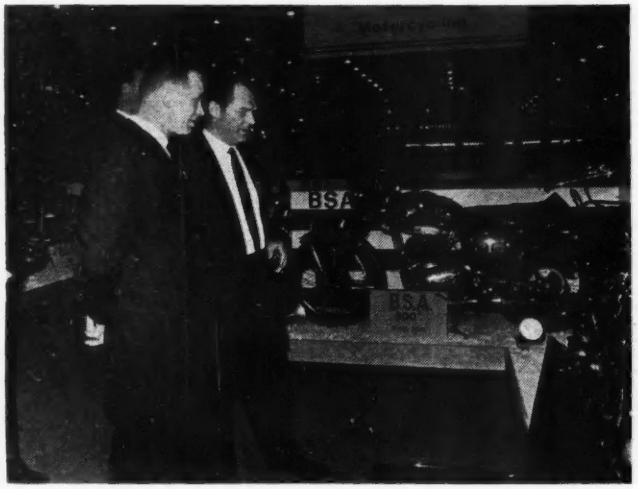
The Board of Trade Export Services shop window in Ludgate Hill is currently featuring a British Weeks display.

'A number of different projects are being organized as supporting events for the wool textile promotion. Probably the most important will be an exhibition of cloths, which will be staged in the same way as for the Milan and Florence Weeks and will incorporate fabrics which are available through local sources. The exhibition will be sited in the Hotel de Ville, the only other display to be so honoured being the Goldsmiths' exhibit. The Brussels authorities required that displays in the Hotel de Ville should have some historic connection with the city, which, in our case, is supplied by the immigrant Flemish weavers, who came to England from the Low Countries in the 14th century.

'Fashion publicity will be obtained through participation in the series of fashion parades, which are being sponsored by the Board of Trade, and also, it is hoped, through collaboration with the Scotch Whisky Association. Such an operation was undertaken with considerable success during the Lyons Week, when a showing of the products of local tailors was admirably combined with a Scotch whisky tasting occasion, generating much favourable press and radio publicity.

'The industry's film "Weave Me A Rainbow" will be shown in central Brussels and a number of other possibilities are under consideration, including participation in the motor car "Concours d'Elegance". All in all, a very full programme is being arranged under the supervision of the corporation's Continental promotion manager, Mr. Robinson, which should ensure that British woollens are again one of the star turns of British Week. And, it is intended to take fullest advantage of the promotion by spreading its effects as widely as possible in Belgium and into neighbouring Holland.

'It would be of the greatest assistance to our promotional plans, if members would make a particular point of enclosing supplies of swing tickets or woven labels with all shipments to the Benelux countries. This will ensure that adequate supplies are available to local clothiers and shops and will of course, enable exporters to benefit directly from the work being done on their behalf.'



All set to start selling is Mr. L. King (right) over from BSA in Britain for the Canadian Sportsmen's show. Later, the BSA stand became a centre of attraction, for the heavy bikes featured are just what the Canadian market is looking for at this time, reports the British Government Office in Toronto.

Agreement for the holding of the Soviet Industrial and Trade Exhibition at Earls Court, London, from August 6-24, 1968, was signed in London on March 22 by Mr. Y. K. Prikhodov, deputy president of the USSR Chamber of Commerce (right) and Mr. I. C. Trafford, joint managing director, Industrial and Trade Fairs Limited.

Cars and bikes at Canadian Sportsmen's Show

A report from the British Government Office in Toronto

APPROPRIATELY, the 20th Annual Canadian National Sportsmen's Show, held in Toronto, from March 10 to 18, with its presage of summer days to come, opened its doors to the warmest day of the year.

The show followed its usual form. A wild life display, motorized caravans, camping trailers and tents. Assorted camping and sports gear. Log cabins and cottages with all the mod. cons. so dear to the heart of the weekending pioneer from the city.

But by far the biggest section is that devoted to the International Motor Show. The exhibits range from the massive luxury land cruisers of the North American factories to the midget buzz boxes from Europe.

Rootes showed a selection of Arrows, Alpines and Minxes. Triumphs were there in strength, so were Jaguar. BMC had a pop art attraction run in conjunction with their mini exhibit. Lotus was all Elan, topped with a 47 GT Europa to make the customers stare. On Ford's stand a new Cortina GT blushed scarlet at being the cynosure of so many eyes.

Alongside Rovers was the joint venture display put on by the British Cycle & Motor Cycle Industries Association in conjunction with the Board of Trade and presided over by Hugh Palin, secretary of that Association. The stand was designed by the Central Office of Information in London and truly did our cause justice. On the stand were five British motorcycle manufacturers (BSA, Greeves, Norton Villiers, Triumph and Veloce) plus two motorcycle clothing manufacturers (Belstaff and Godfreys). The motorcycle firms were already represented in Canada. The clothing people were not. For Canadian distributors this prestige backing from United Kingdom principals is ,we find, extremely good for morale. On this occasion it struck the market at the very best moment since it is said by the trade to be swinging away from light machines towards the 'heavies' and ours were all 'heavies'. Indeed, it was the general opinion of trade visitors to the stand that we could not have picked a better moment. As for the clothing men, they had seven full 12-hour days in which to learn whether or not this was a worthwhile market for their goods.

Quite clearly this method of export promotion, which provides the United Kingdom exhibitor with free stand space plus a refund of half his fare costs out and back, has a great deal of attraction. And from the promotional viewpoint is both positive and effective. It is to be hoped that there will be more and more of this method of introducing newcomers to markets as well as giving added impetus to those already there. And if the small manufacturer feels himself too small to enter into the paper complexities of the export business then he might let the confirming houses do it for him. In this context it is interesting to record that despite the large size of two of the motorcycle manufacturers exhibiting they had, as their United Kingdom representative on the stand, John Stokes of the Birmingham confirming house of Schofield Goodman. You're never too big, it seems, and certainly never too small.

'Carnaby Street' was the theme of a recent promotion organized in all 53 department stores of the Karstadt chain throughout the Federal Republic of Germany. Directors of the store group and a window designer visited London seeking ideas for this promotion, which proved a great success. It is now the management's intention to carry a stock of 'young look' fashions. The Düsseldorf store had as the focal point for its window display an Austin Mini-Cooper (pictured above) which appealed to sports car enthusiasts.

Fine British display at Rand Easter Show

A report from the British Consulate-General, Johannesburg

THE FINEST display of British pottery, glass and cutlery ever shown in South Africa was featured in the British Pavilion at the Rand Easter Show held in Milner Park, Johannesburg, from March 14 to March 27. Thirty-four British manufacturers, working through their South African agents and representatives, combined to put on an outstandingly attractive exhibit which won the highest commendation of the show judges and was awarded a gold medal for general merit.

This was the first time that the exhibit in the British Pavilion at the Rand Easter Show had been operated as a joint venture, and the strong support received from British manufacturers and their South African representatives proved that this was a popular innovation. All available space was booked within a short time of the theme of the exhibit being announced, and the enthusiasm of the exhibitors was maintained right to the end of the show.

A very wide range of bone china, pottery, figurines, decorative pieces and novelties was shown by the British pottery firms participating, which included practically all the well-known names in the trade. There were also attractive displays of cut and blown glass, glass ovenware, vacuum flasks, cutlery and silver. These products were displayed to full advantage in a linked series of hexagonal shells designed by the Central Office of Information which fitted admirably into the drum-shaped pavilion with its gently sloping ramp leading to the upper floor. Although it is estimated that nearly 250,000 people visited the British pavilion during the 11 days it was open to the public, the layout of the stands and the one-way flow of traffic reduced congestion to a minimum.

Part of the ground floor was occupied by a reproduction of the historic Lloyd's Coffee House in which Lloyd's of London had its beginnings. This fine reconstruction, with its many authentic period pieces, attracted a great deal of public attention and favourable press comment. The presence of the Lloyd's 'waiters' in their colourful costumes, who had been flown to Johannesburg from London, gave a lively touch to the exhibit, while firms of South African Lloyd's brokers provided relays of helpers to give information on the working of the modern Lloyd's.

During the run of the show films on the trades represented in the exhibit and on the United Kingdom were shown, and demonstrations on the use of the potter's wheel were given. These proved quite popular with the public.

The preview reception on the night before the show opened was attended by the British Ambassador, Sir John Nicholls, who came specially from Cape Town to attend the show. The following morning he visited all exhibits in the British pavilion and entertained the exhibitors. The Committee of Lloyd's of London also gave a reception to the South African insurance brokers at which Mr. John Ridgers, a former chairman of Lloyd's, represented the committee.

The trade days were exceptionally well attended, and practically all exhibitors in the British pavilion reported a high level of inquiries and substantial orders. Many of the participating British firms sent out executives from the United Kingdom specially for the show, and this action was warmly welcomed by their local representatives.

Public attendance was kept down by three days of heavy rain and unseasonable cold to 538,000, being 24,000 less than in 1966. However, there seemed general agreement that the Rand Easter Show had lost none of its appeal as South Africa's shop window, and the demand for space from trade exhibitors was as keen as ever, considerable numbers of applications for space having to be rejected.

In addition to the United Kingdom the following countries had national pavilions: Austria, Benelux, Brazil (participating for the first time), Germany, Italy, Japan, Portugal, Spain and Southern Rhodesia; in most cases the emphasis tended to be on machinery, electronics and vehicles rather than on consumer goods.

Major British exhibit at 1967 Tripoli Fair

by **J. E. Reeve, Commercial Secretary, British Embassy, Tripoli**

'A RECORDBREAKER' was how the headline of a Tripoli newspaper aptly described the Sixth Tripoli International Fair (February 28 – March 20) at which the official British participation, with over 60 exhibitors representing 80 or more firms, was spread over 62,000 sq. ft. – about 15 per cent of the entire fair-ground area. This British display was not only the largest within the fair but the biggest British trade display ever put on in North Africa. It has been widely acclaimed as a striking demonstration of British sales effort in the Libyan market where British exports have risen from £21.5 million in 1965 to nearly £29 million in 1966.

Almost all the British exhibitors found their participation very rewarding. The estimate of new business – concluded or under serious negotiation – arising from the fair is substantial. The potential for those firms which took part mainly in order to assess the Libyan market in depth is also very promising. Several exhibitors came with the objective of attracting and appointing agents, or of changing their sales arrangements, and in almost every case they were successful. Existing agents found that participation by their United Kingdom principals had usually led to significant increases in orders. Almost inevitably in a display of this size, a few exhibitors found that for one reason or another their expectations were not fully realised; but even they thought benefit might well come at a later stage.

The official British participation, sponsored by the Board of Trade, comprised a 315 ft. long by 60 ft. wide steel framed pavilion and an adjoining triangular open area. The British exhibits ranged from small hand tools (for which substantial orders were placed) to items of contractors' plant for civil engineering and building contracts. Exhibits included generating sets, fork lift trucks, scaffolding, pumps, portable steel buildings, concrete mixers and dumpers, road rollers, electrical distribution and communications equipment, commercial and passenger vehicles, and a crane fitted with a 100 ft. jib which towered above the whole open exhibit. Other firms were displaying items with a direct consumer appeal such as decorated metal trays and containers, jeans, language course sets, bicycles, beverages.

Lord Walston, Parliamentary Secretary to the Board of Trade, was present at the ceremonial opening and for the first few days of the fair was the official guest of the Libyan Government. After the opening ceremony, Lord Walston and HM Ambassador conducted the Libyan Prime Minister around the British display. On the following day HM Ambassador held a National Day reception in the British pavilion which was attended by about a thousand guests. Other distinguished visitors who came to Tripoli were Sir Edwin Chapman-Andrews, chairman of the BNEC Committee for Middle East Trade; Sir Charles Duke, director-general of the Middle East Association; and Sir Fife Clark, director-general of the Central Office of Information. HM The Queen of Libya visited the fair and British Pavilion on the morning of March 11.

The magnitude and quality of the British display has made a major impact throughout Libya, earning many compliments from Libyan ministers and officials as well as throughout the Libyan business community. 'A fair within a fair' was the comment of one distinguished Libyan. Tributes were paid by both exhibitors and visitors to the design and construction of the British pavilion and open display area for which the Central Office of Information were responsible. A British Trade Information Centre adjoining the exhibitors lounge was permanently staffed by the Commercial Department of the British Embassy.

This massive British display at the Tripoli International Fair marks a further important step in the keenness and enterprise which British industry have shown in bringing to the Libyan market the materials and equipment which Britain can contribute to Libya's dynamic growth. Many of the British exhibitors have already expressed their intention of returning for the 1968 fair and inquiries about this event should be addressed, as soon as possible, to the Overseas Trade Fairs Directorate, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2788).

Hartlepool Industrial Exhibition

MR. ANTHONY GREENWOOD, Minister of Housing and Local Government, will perform the official opening of the Hartlepool Industrial Exhibition on July 19.

This is the second day of the five-day event and the ceremony will be followed by a civic and exhibitors' luncheon at which the Minister will be guest of honour.

Mr. Greenwood was specially invited by the new County Borough of Hartlepool to attend this event which is part of a programme commemorating the merger (from April 1, 1967) of the former Borough of Hartlepool and the County Borough of West Hartlepool.

The Minister was responsible for the passage through Parliament of the Hartlepool Order 1966, an instrument of merger and extension of former boundaries, in accordance with a recommendation from the Local Government Commission for England following review of civic administration in the North East.

The exhibition, supported by new and established industries, including many which are household names internationally, is a second edition of a highly successful event in 1965 – at which Mr. Douglas Jay, President of the Board of Trade, performed the official opening. That exhibition had an attendance of 25,000.

The 37th International Motor Show

THE 37th International Motor Show which took place from March 9-19 at Geneva was opened by Monsieur Roger Bonvin, President of the Swiss Confederation. The show continues to grow in size and importance, and 1967 attracted 1,155 exhibitors from 21 different countries. In addition to the traditional trade sections, this year's show included a nautical section.

As usual, British participation in the car section was predominant and our regular exhibitors in all sections were reinforced, for the first time, by British Government participation in the guise of five joint venture stands on which 21 different British firms connected with the motor trade, exhibited. Liaison with the Board of Trade and the Central Office of Information was through the Society of Motor Manufacturers and Traders.

The five joint venture stands were represented in the categories of Motor Vehicles; Motor Caravans; Vehicle Accessories; Camping Equipment; and Racing Car Accessories.

There were 12 British firms on the vehicle accessories stand which was, unfortunately, not in an ideal position. There is keen competition at the salon for space in this section, which is not surprising when one learns that there were 864 exhibitors of accessories from 17 countries on the scene. Newcomers to the salon, such as our joint ventures were this year, have to accept a lower priority in the matter of stand sites than firms which have exhibited regularly in the past. Nevertheless, our exhibitors reported steady and satisfactory interest on the part of the trade.

The racing car accessories stand was favourably placed and Les Leston were able to tell Sir Robert Isaacson, HM Ambassador, who visited the Motor Show on March 13, that they had taken a large order for steering wheels from a French motor manufacturer. Roland Kerr who also exhibited in this section, reported very satisfactory interest from the Swiss trade, particularly in the matter of contact with potential representatives for Switzerland.

Motorized caravans are new to the Swiss market and from the interest shown in them (and not only by Swiss inquirers) it looks as though they will become popular exp earners. Britain is already the leading e porter to Switzerland of trailer caravans so hope in due course to lead the field in related product.

Tentomatic, who were the only British e hibitors on our joint venture stand in camping equipment category, chalked up considerable success with their automatic te Visits from the trade were brisk and the was an impressive number of inquiries fro would-be representatives for the Swiss marke

The joint venture stands can certainly be r garded as having earned their keep on the first apearance at the salon.

As usual, the larger British car manufac turers were present with impressive displays They included Rootes, BMC, Triumph, Rolls Royce, Rover, Lotus, Aston-Martin, Ford Daimler and Bentley. Rootes reported sale at their stands of over 100 vehicles and BMC report similarly encouraging business.

British models which had their 'world pre miere' at the show were the: Wolseley 18/85 Luxury Limousines, Brabham-Viva, Ford Zephyr 3000 S, Ford Cortina Lotus, Triumph Spitfire 1296, Vauxhall Viva automatic.

Showing for the first time in Switzerland were the: Ford Cortina Estate, Ford Corsair 2000 E, Jensen F.F., Jensen Intercepter, Lotus Europa, Reliant (Scimitar), Sunbeam Imp California.

Shoe machinery promotion in Hong Kong

A SMALL exhibition of some of their simpler machines was presented recently by the British United Shoe Company in the City Hall at Hong Kong.

A good central site was secured by the company, who arranged for three technical representatives to be in attendance to explain the machines to specially invited members of the shoe-making trade. The exhibition lasted a week, and the firm spent a further week in following up the contacts they had made.

On leaving Hong Kong the firm is reported as saying that in spite of the limited opportunities presented by the Hong Kong shoe trade they felt that they had made their mark, and that they hoped for business of some tens of thousands of pounds annually in future.

Corrosion engineers meet in Los Angeles

THE 23rd Annual Conference and Exhibition of the National Association of Corrosion Engineers was held from March 13-17 in the Biltmore Hotel, Los Angeles. Among the papers presented at the conference were those dealing with aerospace and military equipment, cathodic protection, pipe line and underground corrosion, and protective coatings. A clinic afforded newcomers to the field of corrosion prevention an opportunity to discuss their problems with members of the NACE Technical Committee.

It was only natural that the exhibition itself should be devoted to the display of equipment of value to the corrosion technologist. In all, 59 firms took part, Britain being the only overseas country to arrange a collective display.

The presentation of the British collective exhibit, which involved six firms and was presented by the Corrosion and Protection Association in conjunction with the Board of Trade, was well received and gave rise to much favourable comment. A member of the Association described it as being among the most useful of overseas events he had attended.

Although the cost of the British exhibit was more than covered by the firm orders received, it was generally agreed that the real value of participating in a specialized exhibition such as this was not the size of the order book at the end of the show, but the contacts made, knowledge gained and the interest aroused in the British equipment. Export business in this very specialized field, particularly in a market such as the United States, is not usually picked up overnight; success depends upon careful preparation. Perhaps the greatest success story was the almost certain conclusion of a contract for the supply of a number of inspection instruments and gauges to the United States Navy. Another British firm producing a television and photo-camera was approached by a leading American manufacturer with a suggestion that their product be manufactured under licence in the United States. An ultra-leak detector also aroused much interest as it proved to be lighter and more portable than its American counterpart and several local companies have decided to add this item to their range of sales equipment. Two of the exhibitors were also able to appoint a local agent.

The show attracted a daily attendance of over 1,000 and the British stand, which was visited by HM Consul (Commercial) Mr. B. H. Wilcox, recorded more than 350 firm trade inquiries.

Agricultural Export Council's good start at Verona Fair

BUSINESS WAS BRISK and attendance good at the Verona International Agricultural Fair held between March 12 and 20 where there was a splendid variety of agricultural machinery on display to interest buyers and the large crowds of visiting farmers who flock to Verona each year.

The emphasis of the show was clearly on mechanical aids to farming rather than on livestock, which was seen only in small numbers. This may have been due to the effect of the Italian Government's veterinary restrictions on animals which had not received a certificate of freedom from brucellosis, as it certainly was in the case of British cattle, but it is also no doubt a reflection of the growing demand for mechanization of Italian agriculture about which much has been heard lately. Farmers who were looking for new equipment must have been dazzled and bewildered by the choice which was open to them. Visitors were attracted greatly by the working models on show; this is an important point for future British exhibitors to bear in mind as results achieved warrant the extra effort of setting up such an exhibit.

The international flavour of the fair was well sustained. National pavilions were very much in evidence and not only the EEC countries – Germany, France, Holland and Belgium/Luxembourg – but also Austria, Switzerland, Sweden, the United States, Yugoslavia and several East European countries had their pavilions this year.

Although British exporters had been disappointed in being unable to show cattle at the fair because of the brucellosis regulations a national pavilion was established for the first time. The newly formed British Agricultural Export Council sponsored the exhibitors showing in this joint venture pavilion and its chief executive, Mr. J. Thorneloe, was able to visit Verona for the first part of the fair. Representatives of the Friesian, Aberdeen Angus and Galloway Breed Societies were on the stand which included several firms showing at Verona for the first time. The British exhibit was completed by showing Cleveland Bay horses and Welsh and New Forest ponies. These latter were especial favourites of the Italian visitors and were surrounded constantly by their admirers.

In addition to the official British participation some two dozen British companies exhibited agricultural machinery and accessories through Italian agents on their own stands. One noteworthy exhibit was the Howard Rotavator Co's. Rotaseeder machine which uses ICI's Gramazone, and which was awarded a bronze medal at the fair.

On March 17, which was designated British Day, the fair authorities invited Sir Evelyn Shuckburgh, HM Ambassador, to visit them. The Ambassador made an official tour of the fair and later visited British exhibitors. He was also the guest of honour at a reception given in the British pavilion by the British Chamber of Commerce for Italy.

This year's Verona Fair represented a step forward for British agricultural exports to Italy. This first full-scale participation was a great success and, it is hoped, has laid the foundation for an even stronger attempt by exporters of agricultural machinery on the Italian market next year. The only problem is the one posed by the ban on British animals in Italy, but once this has been overcome the way will be clear for a rapid expansion of all types of British agricultural exports in Italy.

Changes in the Programme of Overseas Trade Promotions and in the classified lists of Trade Fairs and Exhibitions throughout the world (Published on November 4, 1966)

The next full supplement will be published on July 7.

OVERSEAS FAIRS, BRITISH WEEKS AND STORE PROMOTIONS TAKING PLACE WITH BOARD OF TRADE ASSISTANCE—SECTION I.

Further details about an event may be obtained from the officer named (Tel. Abbey 7877 except where otherwise shown). Inquiries for details of the Joint Venture Scheme under which the Board of Trade co-operates with trade associations, and any general inquiries in connection with Section I (Miss J. H. Quested, Ext. 3069).

WESTERN EUROPE—1967

DELETE:

Stockholm: NORRMALMS LIVSMEDAL AB – April 1967.
NB: There are two references to this promotion on page ii of the Supplement. Please *retain* the second entry in Column 2 on this page).

Copenhagen: INTERNATIONAL CONSTRUCTION MACHINERY EXHIBITION – June 1-7.

Ancona: INTERNATIONAL FISHING AND NAUTICAL SPORTS FAIR – June 24-July 9, 1967.

AMENDMENTS:

Hanover: HANOVER FAIR – April 29-May 7, 1967.
This entry should be amended to read:
Joint ventures with:
(1) British Electrical and Allied Manufacturers' Association (9 firms).
(2) Business Equipment Trades Association (14 firms).
(3) British Valve Manufacturers' Association (11 firms).
(4) Machine Tool Trades Association (7 firms).
(5) British Stationery and Office Equipment Association (8 firms).
(6) British Ophthalmic Lens Manufacturers' Association (3 firms).
(7) Electric Light Fittings Association (6 firms).
Trade information stands manned by the British Photographic Export Group and the Association of Hydraulic Equipment Manufacturers, and an Official British Information Office.
(Mr. P. R. Clay, Ext. 3559).

Barcelona: INTERNATIONAL SAMPLES FAIR – June 1-15, 1967.
This entry should be amended to read:
Joint ventures with:
(1) The Federation of British Rubber and Allied Manufacturers (5 firms).
(2) The Birmingham Engineering and Building Centre (31 firms).
(3) The Textile Promotion Consultative Committee (5 firms).
(Mrs. I. M. Janzen, Ext. 2489).

Santarem: NATIONAL AGRICULTURAL FAIR – June 4-18, 1967.
This entry should be amended to read:
Joint venture with the British Agricultural Export Council. Firms interested in participation should contact their trade associations.
(Mrs. I. M. Janzen, Ext. 2489).

Helsinki: MARINE EXHIBITION (NAVIGARE 67) – September 15-24, 1967.
This entry should be amended to read:
Joint ventures with:
(1) The British Marine Equipment Council (12 firms).
(2) The British Hovercraft Association (11 firms).
Firms interested in participation should contact their trade associations.
(Mrs. I. M. Janzen, Ext. 2489).

Lyons: INTERNATIONAL FURNITURE AND FURNISHINGS ACCESSORIES EXHIBITION (MEUROPAM AND PRO-MEUROPAM) – October 7-10, 1967.
This entry should be amended to read:
A joint venture with the Federation of British Carpet Manufacturers and a possible joint venture with the British Furniture Manufacturers' Federated Associations. Firms interested should contact their Federation.
(Mr. A. G. Pearson, Ext. 3071).

Gothenburg: THE SECOND INTERNATIONAL SCANPACK TRADE FAIR – October 19-25, 1967.
This entry should be amended to read:
Joint venture with the Institute of Packaging. Firms interested in participation should contact the Institute.
(Mrs. I. M. Janzen, Ext. 2489).

Copenhagen: INTERNATIONAL TRADE FAIR – October 20-29, 1967.
This entry should be amended to read:
Joint ventures with:
(1) The British Cycle and Motor Cycle Industries Association.
(2) The Jewellery Trade Centre Export Group.
(3) The Scottish Council, Development and Industry.
(Miss M. S. Jones, Ext. 2788).

ADDITIONS:

Valencia: 45TH INTERNATIONAL SAMPLES FAIR – May 1-15, 1967.
Official Information Stand.
Mrs. I. M. Janzen, Ext. 2489).

Naples: HOMES, FURNISHINGS AND CLOTHING EXHIBITION (FIERA DELLA CASA) – June 18-July 3, 1967.
An official information stand manned by representatives from the British Consulate-General, Naples.
(Miss F. King, Ext. 2782).

Oslo: 4TH CONGRESS OF FEDERATION OF EUROPEAN BIOCHEMICAL SOCIETIES – July 3-7, 1967.
Possible joint venture with the Scientific Instrument Manufacturers' Association. Firms interested in participation should contact the Association.
(Mrs. I. M. Janzen, Ext. 2489).

Zurich: GRIEDER & CO. – STORE PROMOTION – September 8-29, 1967.
This high quality fashion store will hold a promotion of British men's and women's fashions.
(Mr. A. E. H. Sammons, Tate Gallery 1288, Ext. 7251).

Innsbruck: KAUFHAUS TYROL – STORE PROMOTION – October 1967.
The largest departmental store in West Austria. Will mount a general presentation of British goods with the theme 'Britain as an EFTA Partner'.
(Mr. A. E. H. Sammons, Tate Gallery 1288, Ext. 7251).

Bergen: (i) KLOVERHUSET– STORE PROMOTION – October 6-14, 1967.
This store specializes in men's and women's ready to wear clothes, accessories, children's wear and piece-goods.
(ii) SUNDT – STORE PROMOTION – October 6-14, 1967.
This store sells most types of merchandise.
Both promotions will be based on medium priced young fashions and will include window and store displays, mannequins and possibly visits of personalities.
(Mr. A. E. H. Sammons, Tate Gallery 1288, Ext. 7251).

1968

ADDITIONS:

Esbjerg: BRITISH AGRICULTURAL EXHIBITION – April-May 1968.
The Board of Trade, in consultation with the Export Council for Europe, the British Embassy, Copenhagen, and the British Agricultural Export Council, are considering the possibility of staging a British Agricultural Exhibition as part of the Anglo-Danish Trade Drive, 1968. Firms interested should contact the BAEC.
(Miss M. S. Jones, Ext. 2788).

Copenhagen: BRITISH MACHINERY PLANT AND EQUIPMENT EXHIBITION – May-June 1968.
The possibility of staging a Machinery Plant and Equipment Exhibition in Copenhagen as part of the Anglo-Danish Trade Drive, 1968, is being considered by the Board of Trade, the British Embassy, Copenhagen, and the Export Council for Europe.
(Miss M. S. Jones, Ext. 2788).

CANADA—1967

ADDITION:

Montreal: EXHIBITION AT THE CONVENTION OF THE PRESTRESSED CONCRETE INSTITUTE – October 8-12, 1967.
Possible joint venture with the Concrete Society. Firms interested should contact the Society.
(Miss M. S. Jones, Ext. 2788).

U.S.A.—1967

AMENDMENT:

San Francisco: WESTERN ELECTRONIC SHOW AND CONVENTION (WESCON) – August 22-25, 1967.
This entry should be amended to read:
A probable joint venture with the Radio and Electronic Component Manufacturers' Federation. Firms interested in participation should contact the Federation.
(Mr. A. F. Fenton, Ext. 2786).

ADDITIONS:

Louisville: STEWART DRY GOODS CO. – September 18-30, 1967.
This promotion will feature consumer goods from Britain and other countries and will take place from September 18-30.
The London Buying House representing this store is Associated Dry Goods (UK) Ltd., 24 Great Titchfield Street, London, W.1. (Tel. Museum 5781).
(Mr. R. A. Hillier, Tate Gallery 1288, Ext. 7240).

Los Angeles: J. W. ROBINSON CO. – Autumn 1967.
This promotion will feature consumer goods from Britain and other countries and will take place in the autumn.
The London Buying House representing this store is Associated Dry Goods (UK) Ltd., 24 Great Titchfield Street, London, W.1 (Tel. Museum 5781).
(Mr. R. A. Hillier, Tate Gallery 1288, Ext. 7240).

Pittsburgh: JOSEPH HORNE CO. – Autumn 1967.
This promotion will feature British consumer goods with an emphasis on menswear and will take place in the autumn. The London Buying House representing this store is Associated Dry Goods (UK) Ltd., 24 Great Titchfield Street, London W.1 (Tel. Museum 5781).
(Mr. R. A. Hillier, Tate Gallery 1288, Ext. 7240).

Chicago: NATIONAL SHOE FAIR – October 8-11, 1967.
Possible joint venture with the British Footwear Manufacturers' Federation. Firms interested in participation should contact the Federation.
(Mr. A. F. Fenton, Ext. 2786).

Pittsburgh: KAUFMANN INC. – October 9-30, 1967.
This promotion will feature consumer goods from Britain and other countries and will take place from October 9-30.
The London Buying House representing this store is R. H. Macy & Co. Inc., 52 Conduit Street, London, W.1 (Tel. Regent 4583).
(Mr. R. A. Hillier, Tate Gallery 1288, Ext. 7240).

New Orleans: D. H. HOLMES – October 21-31, 1967.
This promotion will feature consumer goods from Britain and other countries and will take place from October 21-31.
The London Buying House representing this store is Frederick Atkins International Ltd., 72 New Bond Street, London, W.1 (Tel. Mayfair 9806).
(Mr. R. A. Hillier, Tate Gallery 1288, Ext. 7240).

New York: LEATHER AND ALLIED INDUSTRIES EXPOSITION – October 31-November 2, 1967.
A probable joint venture with the Leather Institute (9 firms). Firms interested in participation should contact the Institute.
(Mr. A. F. Fenton, Ext. 2786).

1968

ADDITION:

Detroit: NATIONAL DIE CASTING EXPOSITION AND CONGRESS – November 4-7, 1968.
Possible joint venture with British Mechanical Engineering Federation. Firms interested in participation should contact the Federation.
(Mr. A. F. Fenton, Ext. 2786).

AUSTRALIA—1967

AMENDMENT:

Sydney: INTERNATIONAL TRADE FAIR – October 19-28, 1967.
Joint ventures with:
(1) The London Chamber of Commerce.
(2) The British Mechanical Engineering Federation.
(3) The Business Equipment Trades Association.
Firms interested in participation should contact their trade associations.
(Mrs. I. M. Janzen, Ext. 2489).

ISRAEL—1967

ADDITION:

Tel Aviv: INTERNATIONAL AGRICULTURAL AND FOOD FAIR (AGREXPO 67) – May 23-June 10, 1967.
Official Information Stand.
(Mr. J. Gallacher, Ext. 3558).

Amendments and Additions to Classified List of TRADE FAIRS AND EXHIBITIONS—Sections II-IV

No responsibility is taken for the standing of organizations or individuals mentioned in these lists, and dates, etc., may be subject to alteration.

Applications should be made to the organizers or United Kingdom agents for details of costs and conditions of participation, but the Board of Trade Overseas Trade Fairs Directorate, Broadway Buildings, 54 Broadway, London, S.W.1, will be glad to answer general inquiries (Tel. Abbey 7877):

Germany	Ext. 3557
Benelux, Malta	Ext. 3071
Italy, Austria, Switzerland	Ext. 2782
France	Ext. 2783
East Europe, Western Hemisphere	Ext. 3558
Scandinavia and the rest of the world	Ext. 2496
United Kingdom	Ext. 3008

Information can also be provided about other events, which, owing to space limitation, are not included in the lists.

* event held annually at approximately the time stated.

† event held in alternate years at approximately the time stated.

EUROPEAN TRADE FAIRS AND EXHIBITIONS – Section II

Delete – 1967

BERLIN: GERMAN INDUSTRIES EXHIBITION – October 6-15.

Additions – 1967

UTRECHT: INTERNATIONAL FEED MILLING MACHINERY EXHIBITION (VICTAM '67) – May 23-27.
Apply, 'VICTAM' Foundation, General Secretariat, Rozenkransstraat 30, Venlo, Holland.

OSLO: 4TH CONGRESS OF FEDERATION OF EUROPEAN BIOCHEMICAL SOCIETIES – July 3-7.
Apply, The Department of Biochemistry, University of Oslo, Blindern, Oslo.

STOCKHOLM: INTERNATIONAL FAIR FOR DELICACIES, 'GOURMET 67' – September 29-October 8.
Apply, Direktor Lars Bostrom, 'Gourmet 67', Box 24024, Stockholm 24.

OPORTO: INTERNATIONAL TEXTILE EXHIBITION – October 14-29.
Apply, Associacao Industrial Portuense Oporto-Portugal.

Delete – 1968

BERLIN: GERMAN INDUSTRIES EXHIBITION – September 27-October 6.

Amendments – 1968

LYONS: INTERNATIONAL TRADE FAIR.
The Board of Trade have been informed that this event will take place from March 23-April 1.

COLOGNE: INTERNATIONAL PHOTO AND CINE EXHIBITION (PHOTOKINA).
The Board of Trade have been informed that this event will take place from September 28-October 6.

Additions – 1968

HELSINKI: 5TH HEATING, PLUMBING AND AIR CONDITIONING FAIR.
Apply, Finnish Fair Corporation, Helsinki 25.

MALMO: INTERNATIONAL TRADE FAIR 'MEKANIK 68' – April 19-23.
Apply, Skanemassan, Stadiongatan 25, Box 19015, Malmo.

OFFENBACH: INTERNATIONAL LEATHER GOODS FAIR – August 31-September 4.
Apply, Offenbacher Messe GmbH., 605 Offenbach-am-Main 1, Kaiserstrasse 108-112.

MILAN: INSTRUMENTATION AND AUTOMATION FAIR – November 19-25.
Apply, Federazione della Associazioni Scientifiche Techniche (Fast) di Milano, P. le Morandi 2, Milan.

TRADE FAIRS AND EXHIBITIONS OUTSIDE EUROPE – Section III

Additions – 1967

BANGKOK: SOUTH EAST ASIAN REGIONAL CONFERENCE AND EXHIBITION ON SOIL ENGINEERING – April 24-29.
Apply, The Chairman, Conference Committee SEATO Graduate School of Engineering, P.O. Box 2754, Bangkok.

MINNEAPOLIS: GIFT AND JEWELLERY SHOW – August 27-30.
Apply, Helen Brett Enterprises Inc., 6 East Monroe Street, Chicago 3, Illinois.

DALLAS: FALL GIFT AND JEWELLERY SHOW – September 3-7.
Shannon Francis, V.P. Suite 3000, 2100 Stemmons Freeway, Dallas, Texas.

TOKYO: INTERNATIONAL OIL HYDRAULIC AND PNEUMATIC MACHINE FAIR – October 6-12.
Apply, Secretariat Office, 1967 International Oil Hydraulic and Pneumatic Machine Fair, The Nichon Kogyo Shimbun 3, 1 Chome, Ohtemachi, Chiyoda-ku, Tokyo, Japan.

LIMA: 5TH PACIFIC INTERNATIONAL TRADE FAIR – October 27-November 12.
Apply, Pacific International Trade Fair, P.O. Box 4900, Lima, Peru.

Additions – 1968

CHICAGO: 41ST ANNUAL NATIONAL AUTO ACCESSORIES EXPOSITION – January 29-February 1.
* Apply, Automotive Accessories Manufacturers of America, 555 East City Line Avenue, Bala-Cynwyd, Pa. 19004.

SAN FRANCISCO: GIFT SHOW – February 4-7.
Apply, Western Merchandise Exhibitors Association, 1355 Market Street, San Francisco 3, California.

NEW YORK: NATIONAL BOAT SHOW – February 7-18.
* Apply, Jos. E. Choate Adm VP, National Association of Engine & Boat Manufacturers, 420 Lexington Ave., Room 2720, New York, N.Y.

PHILADELPHIA: NATIONAL PLANT ENGINEERING AND MAINTENANCE SHOW – March 20-28.
Apply, Clapp & Poliak Inc., 341 Madison Avenue, New York N.Y. 10017.

LOS ANGELES: WESTERN ELECTRONIC SHOW AND CONVENTION (WESCON) – August 20-23.
* Apply, Mr. D. Larsen, 3600 Wilshire Boulevard, Los Angeles, 15.

TRADE FAIRS AND EXHIBITIONS IN THE UNITED KINGDOM – Section IV

Delete – 1967

LONDON: INDUSTRIAL PHOTOGRAPHIC AND TELEVISION EXHIBITION – September 11-15.
The Board of Trade have been informed that this event has been postponed.

Amendments – 1967

LONDON AND PROVINCES: BRITISH FASHION WEEKS.
The Board of Trade have been informed that this exhibition will take place from April 3-May 31 and not from April 10-May 31 as previously published.
Apply, Mr. Goodier, MBE, Apparel Fashion Industry's Association, 92 New Cavendish Street, London, W.1. (Tel. Langham 3353).

LONDON AND PROVINCES: LONDON FASHION EXPORT FORTNIGHT.
The Board of Trade have been informed that this exhibition previously entitled London Fashion Week will take place from April 17-28 and not from April 24-29 as previously published.
Apply, A. T. Elvy, Clothing Export Council, 54 Grosvenor Street, London, S.W.1. (Tel. 01-493 8882).

LONDON: PRESENTATIONS OF CHILDREN'S AND TEENAGE FASHIONS – April 24-27.
Delete the above entry and insert the following.

LONDON: 16TH PRESENTATION OF CHILDREN'S AND TEENAGE FASHIONS – April 24-27. At Piccadilly Hotel, W.1.
* Apply, Mr. H. Goodier, MBE, Teenage, Infants' and Girls' Fashion Fair Organization, 92 New Cavendish Street, London, W.1. (Tel. Langham 3353).

LONDON: INTERNATIONAL PLASTICS EXHIBITION (INTERPLAS '67) – June 21-July 1. At Olympia.
The Board of Trade have been informed that the title of this exhibition is Britain's Plastics Exhibition – Interplas '67.

LONDON AND PROVINCES: BRITISH FASHION WEEKS.
The Board of Trade have been informed that this exhibition will take place from October 10-November 30 and not from October 9-November 30 as previously published.
Apply, Mr. H. Goodier, MBE, Apparel Fashion Industry's Association, 92 New Cavendish Street, London, W.1. (Tel. Langham 3353).

LONDON: 20TH ENGINEERING EXHIBITION.
The Board of Trade have been informed that this exhibition will take place from October 17-20 and not October 17-19 as previously published.

LONDON: ROYAL DAIRY SHOW.
The Board of Trade have been informed that this exhibition will take place from October 21-25 and not October 24-27 as previously published.

LONDON AND PROVINCES: LONDON FASHION WEEK – October 23-27.
The Board of Trade have been informed that the title of this exhibition is now London Fashion Export Week.
Apply, Mr. A. T. Elvy, Clothing Export Council, 54 Grosvenor Street, London, W.1. (Tel. 01-493 8882).

LONDON: PRESENTATION OF CHILDREN'S AND TEENAGE FASHIONS – October 23-26.
Delete the above entry and insert the following.

LONDON: 17TH PRESENTATION OF CHILDREN'S AND TEENAGE FASHIONS – October 23-26. At Seymour Hall, Seymour Place, W.1.
* Apply, Mr. H. Goodier, MBE, Teenage, Infants' and Girls' Fashion Fair Organization, 92 New Cavendish Street, London, W.1. (Tel. Langham 3353).

LONDON: THE AMUSEMENT TRADES EXHIBITION.
The Board of Trade have been informed that this event will take place from January 16-18, 1968 and not November 28-30, 1967 as previously published.

Additions – 1967

SHEFFIELD: NATIONAL ANGLING SHOW – April 12-15. At City Hall.
* Apply, Mr. D. Bates, Odhams Press Ltd., 96 Long Acre, London, W.C.2. (Tel. Temple Bar 2468).

LONDON: INTERNATIONAL STORAGE AND WAREHOUSING DEVELOPMENT EXHIBITION – July 10-14. At Olympia.
Apply, Contemporary Exhibitions Ltd., 14 New Burlington Street, W.1. (Tel. Regent 0855).

LONDON: BRITISH MUSICAL INSTRUMENT TRADE FAIR – August 20-24. At Russell Hotel, W.C.1.
* Apply, The Secretary, Association of Musical Instrument Industries, 8 Hollywood Way, Woodford Green, Essex. (Tel. Larkswood 1171).

LONDON: FASHION IN FOOTWEAR EXHIBITION – October 1-5. At Washington Hotel, W.1.
Apply, Industrial and Trade Fairs Ltd., Commonwealth House, 1/19 New Oxford Street, London, W.C.1. (Tel. Chancery 9011).

Additions – 1968

LONDON: LEATHERGOODS, LUGGAGE AND HANDBAG FAIR – January 28-February 1. At Mount Royal Hotel, W.1.
* Apply, The Secretary, Leathergoods, Luggage and Handbag Fair, 9 St. Thomas Street, London, S.E.1. (Tel. Hop 1582).

LONDON: STATINDEX 68 – January 29-February 2. At Olympia.
Apply, Mr. R. Bayley, British Stationery and Office Equipment Association, 6 Wimpole Street, London, W.1. (Tel. Langham 9256/7).

HINTS TO BUSINESSMEN

THE 'Hints to Business Men' series of booklets, covering over 100 individual countries, provides useful information on such subjects as travel, hotels, climate, currency, public holidays, population, industries, economic factors, and summarizes the nature and extent of imports and exports. Copies may be obtained free of charge by British businessmen who intend visiting any country on export business, on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 7146).

Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

United Kingdom and Czechoslovakia

QUOTA LISTS for the period April 1, 1967, to March 31, 1968, have now been agreed. Details of the new quotas are set out below:

Czechoslovak goods for import into the United Kingdom during the period April 1, 1967-March 31, 1968

Item No.	Description	Value £'000 or Quantity
1	Matches (except Bengal matches)	600,000 short standards
2	Benzene, toluene and xylenes	450
3	Aircraft of an all up weight over 4,500 lbs.	100
4	Typewriters and parts	60
5	Watches of a value not exceeding 30s. each, and watch movements of a value not exceeding 25s. each (other than stop watches); watch parts (other than watch glasses and cases); clocks and parts thereof (other than electric clocks, clock glasses including those of synthetic material or clock cases or parts thereof which do not at the time of importation encase a clock movement)	40
6	Pedal bicycles	20
7	Parts, components and accessories for pedal bicycles (excluding chains)	50
8	Motor bicycles, motor scooters and mopeds, i.e. all forms of motorized bicycles, whether or not equipped with pedals by which they are capable of being propelled, and spare parts thereof (excluding chains)	75
9	Accessories and components for motor bicycles, motor scooters and mopeds (excluding chains)	p.m.
10	Cutlery and parts	25
11	Enamelled hollow-ware	10
12	Chinaware and earthenware including ornamental china	175
13	Glass Christmas tree ornaments	50
14	Toys (other than plastic toys) and games (excluding playing cards) including parts, of which not more than £100,000 for wooden toys	150
	Textiles, including yarns, and textile articles; man-made fibres; headgear and parts thereof; and gloves;	
15	Textile piece-goods, the following:	
	(a) Grey cloth of cotton, man-made fibres, and mixtures thereof (excluding sailcloth or canvas of cotton not under 12 ounces per square yard)	60
	(b) Piece-goods of cotton and man-made fibres and mixtures thereof (excluding sailcoth or canvas of cotton not under 12 ounces per square yard) of which not more than £181,800 for cotton	300
	(c) Woven fabrics of flax under 12 ounces per square yard, excluding linen tea towelling	56
	(d) Woollen and worsted piece-goods, plushes, astrakhans and imitation fur	75
	(e) Furnishing fabrics of which not more than £30,300 for cotton and £20,000 for linen	100
	(f) Furnishing tapestries	30
	(g) Book-binding cloth	2
	(h) Linen tea towels and tea towelling	290,000 square yards
16	Household goods (blankets, tablecloths, sheets, towels, etc.) and handkerchiefs, of which not more than £70,700 for cotton, £90,000 for linen goods (excluding linen tea towels) and £10,000 for embroidered handkerchiefs	250
17	Felts of all kinds	20
18	Sailcloth or canvas of flax or cotton not under 12 ounces a square yard, and tarpaulins made thereof	5
19	Stockings and socks	65
20	Braids and ribbons, woven labels, sparteries, laces of all kinds, of which not more than £15,000 for lace, lace net and embroidery	180
21	Outerwear and underwear, the following:	
	(a) Knitted underwear and overwear of all kinds of materials excluding lace or lace net	115
	(b) Apparel including underwear other than apparel covered by (a) and excluding garments containing lace or lace net, of which not more than £135,000 for shirts	260
22	Hats, caps, berets and hoods (excluding silk or lace trimmed) of which not more than £70,000 for hats and hoods of wool or fur felt	90
23	Wool and wool blended yarns	10
24	Gloves of which not more than £50,000 for leather gloves	80
25	Rubber footwear	60
26	Carpet slippers, with rubber soles and textile uppers	20
27	Fur bodies and shells	15
28	Flat glass of 3 mm. (nominal) thickness and less	45
29	Semi-conductor devices and transistorized radio and television receivers	50
30	Electronic valves and tubes	50
31	Refined sugar	p.m.
32	(a) Canned and bottled fruits grown in Czechoslovakia of the following kinds: Apples, cherries, currants, gooseberries, loganberries, pears, plums, raspberries, strawberries (of which not more than £2,000 for apples)	230
	(b) (i) Canned and bottled vegetables of the following kinds: Asparagus, beans (green), beetroot, broccoli and cauliflower, brussels sprouts, carrots, celery, cucumbers (other than gherkins), herbs, lettuce and endive, mushrooms, onions (dry bulb) and shallots, peas (green,) radishes, rhubarb, spinach, turnips	60
	(ii) Provisionally preserved vegetables containing cauliflower or onions; and	40
	(iii) Vegetables preserved by vinegar or acetic acid (including pickles and chutneys) containing beetroot, cauliflower or onions	70
	(c) Natural fruit juices derived from apples, blackcurrants and pears; and jams and jellies containing fruits of the kind specified in quota 32 (a)	10
	(d) Glace fruits	p.m.
33	(a) Canned pigmeat products, fully cooked of which not more than £200,000 for canned ham	490
	(b) Poultry and game, fully cooked	p.m.
	(c) Prague smoked meat products, not canned	

Item No.	Description	Value £'000 or Quantity
	(e.g. Debreciner roast, Pork rollade, Prague sausages and frankfurters, Debreciner sausages, Prague ham and Prague ham on the bone) subject to the Importation of Carcasses and Animal Products Order, 1954	50
34	(a) Cheese	13
	(b) Processed milk	20
35	Fresh fruits and vegetables of which not more than 125 tons for apples and pears and not more than 25 tons for apples imported between July 1 and December 31, and not more than £40,000 for onions imported between August 1 and November 30	60
36	Vegetables and fruit, dried or frozen, as follows:—	
	(a) Vegetables, being asparagus, green beans, beetroot, broccoli and cauliflower, brussels sprouts, carrots, celery, cucumbers (other than gherkins), herbs, (other than dried in bulk), lettuce and endive, mushrooms, green peas, radishes, spinach and turnips, rhubarb, onions and shallots:	
	(i) Dried	25
	(ii) Frozen	60 tons
	(b) Fruit, being apples, pears, cherries, currants, gooseberries, loganberries, plums, raspberries and strawberries:	
	(i) Dried	10
	(ii) Frozen	30 tons
37	Sporting ammunition	60
38	Tanned hides and skins	p.m.
39	White spirit	50
40	Nylon cord	15

p.m. – pro memoria.

United Kingdom goods for import into Czechoslovakia during the period April 1, 1967-March 31, 1968.

Item No.	Description	Value £,000 or Quantity
A	Goods other than consumer goods including but not restricted to:	
	Machinery and plant of all kinds (including printers' paper-converting and book-binding machinery).	
	Mechanical handling equipment.	
	Contractors' plant.	
	Machine tools.	
	Engineer's cutting and forming tools, hand tools portable power tools, paint spray equipment.	
	Surgical, medical and dental equipment.	
	Laboratory instruments, measuring and testing instruments.	
	Computers.	
	Electrical, electronic and communication equipment including valves.	
	Ball and roller bearings.	
	Carbon, carbon brushes, electrodes and resistors.	
	Cine, photographic and optical equipment and materials.	
	Industrial trucks and trailers.	
	Railway equipment.	
	Internal combustion engines.	
	Aircraft.	
	Parts, components and accessories for any of the foregoing.	
	Chains, belt links and brake linings.	
	Rubber and plastic products.	
	Latex.	
	Leather and leather belting.	
	Asbestos products.	
	China clay.	
	Refractory ware and crucibles.	
	Non-ferrous metals.	
	Iron and steel and non-ferrous semi-manufactured and finished products.	
	Plastics.	
	Dyestuffs, paints, colours, pigments, printing inks and raw materials therefor.	
	Chemicals (including phenol and light magnesium oxide).	
	Abrasives.	
	Insulating materials.	
	Veneers.	
	Paper.	
	Self-adhesive tapes.	
	Transparent cellulose film.	
	Man-made fibres.	
	Yarns and threads.	
	Exposed cinematographic films.	
	Wool and other animal hair and tops.	
	Rags.	
	Bone glue and gelatine.	
	Fish and vegetable oils.	
	Field seeds.	
	Pedigree livestock.	
B1	Complete motor cars, commercial vehicles, spare parts and components, of which not more than £150,000 for commercial vehicles, spare parts and components	550
2	Motorcycles, scooters and mopeds and accompanying spare parts	35
3	Toys	35
4	Footwear	40
5	Textiles and textile products of all kinds	575
C	Other consumer goods including but not limited to:	
	Pressure cookers, domestic electrical appliances, polishes, creams and dressings for footwear, furniture and floors, toilet preparations, aromatic materials and essential oils, sports goods, linoleum, plastic floor covering, other plastic products, leather cloth, musical instruments and parts, books, periodicals, products of the gramophone industry, stationery and office requisites, fish, potable spirits and other foodstuffs, cutlery, safety razors and razor blades, smokers' requisites, domestic hollowware, kitchen hardware	770

Goods the import of which from Czechoslovakia remain subject to specific licence

Goods covered by the following chapters and headings of the United Kingdom Customs Tariff:

Chapter 2 (except horsemeat, rabbit, venison, mutton and lamb and chilled or frozen beef and veal and their offals).
Chapter 3 (except preserved fish, freshwater fish, fresh and frozen sturgeon).
Chapter 4 (except headings 04.05 and 04.06 and butter oil, butter fat and anhydrous butter).
Chapter 16 (except headings 16.04 (other than salmon), 16.05 (other than crab), salami, fully cooked prepared lunches and ready made dishes, and any items wholly of beef or veal.)
Chapter 17 (except heading 17.04 and sugar of a polarization not exceeding 98°, invert sugar, molasses, syrups and other forms of liquid sugar).
Chapter 65.
Heading 01.02.
Heading 08.13.
Heading 20.04.
Heading 27.09.
Heading 27.10.
Heading 27.11.
Heading 27.13 (except mineral waxes).
Heading 69.11.
Heading 69.12.
Heading 69.13.
Vegetables, fresh, frozen, dried or preserved otherwise than provisionally or by vinegar or acetic acid, canned or bottled being asparagus, green beans, beetroot, broccoli and cauliflowers, brussels sprouts, carrots, celery, cucumbers (other than gherkins), herbs (other than herbs dried in bulk), lettuce and endive, mushrooms, dry bulk onions (including shallots), green peas, radishes, spinach and turnips.
Potatoes and potato products (except potato flakes and potato pancake powder).
Tomatoes, fresh.
Rhubarb, frozen, dried or preserved otherwise than provisionally or by vinegar or acetic acid.
Vegetables provisionally preserved containing onion or cauliflower.
Vegetables, preserved by vinegar or acetic acid (including mixed pickles and chutneys) containing beetroot, cauliflower or onions.
Fruit, fresh, frozen, dried, provisionally preserved (including pulp), canned or bottled, being apples, bananas, cherries, currants, gooseberries, grapefruit, loganberries, pears, plums, raspberries and strawberries.
Jams and jellies of apples, cherries, currants, gooseberries, loganberries, pears, plums, raspberries and strawberries.
Fruit juices, syrups and must derived from apples, blackcurrants and pears.
Grapefruit juice and orange juice.

(Continued on next page)

ANGLO-CZECH TRADE, *continued*

Grass seed.
Dry bulbs, rhizomes, corms and tubers.
Osiers and willows.
Matches (excluding Bengal matches).
Cigars.
Benzene (including benzole) toluene and xylenes.
Hides and skins, tanned.
Gloves.
Fur shells and fur bodies.
Textiles, including yarns and textile articles, not being carpets, rugs, nets or netting of uniform square or diamond shaped mesh knotted at each corner or yarns or twines of true hemp (canabis sativa).
Rubber footwear.
Flat glass of 3 m.m. (nominal) thickness and less.
Enamelled hollow-ware.
Cutlery being knives (other than machine knives and surgeons knives) sharpening steels, spoons and forks, scissors and shears, and long handled razors.
Typewriters and parts.
Transistorised radio and television receivers.
Electronic valves and tubes, and semi-conductors, and parts thereof.
Motor bicycles, motor scooters, mopeds, and pedal bicycles; parts, components and accessories therefor (excluding chains).
Aircraft of an all up weight over 4,500 lbs.
Watches of value not exceeding 30/- c.i.f. each and watch movements of a value not exceeding 25/- c.i.f. each (other than stop watches).
Watch parts (other than watch glasses and cases).
Clocks and parts thereof (other than electric clocks; clock glasses, including those of synthetic materials; clock cases or parts thereof which, at the time of importation, do not enclose a clock movement).
Sporting ammunition.
Toys and games (other than plastic toys and playing cards).
Glass Christmas tree ornaments.
Goods, not specified above, which are at present included in the First Schedule of the United Kingdom Open General Import Licence.

Poland and Pakistan

THE POLISH PRESS announced on February 9 that a protocol on the exchange of trade between Poland and Pakistan for 1967 had been signed in Warsaw.

Polish exports to Pakistan will include machinery, equipment, pharmaceuticals, chemicals and coal.

In return Pakistan will export to Poland jute, cotton, minerals and cotton textiles. Detailed information is not available.

All inquiries relating to this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 3463), quoting reference CRE 7214/G.

Germany and Zambia

FOLLOWING the visit of a German Government delegation to Lusaka, agreements have been concluded between the Federal Republic of Germany and Zambia on trade, investment protection, technical co-operation and capital aid. These agreements came into force on December 10, 1966. Under the capital aid agreement the Federal Government has authorized loans to Zambia totalling DM 10 million for the purpose of financing long term capital projects.

Inquiries relating to this notice should be addressed to the Board of Trade, Commercial Relations and Exports Department, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2307) quoting reference CRE 18916/G.

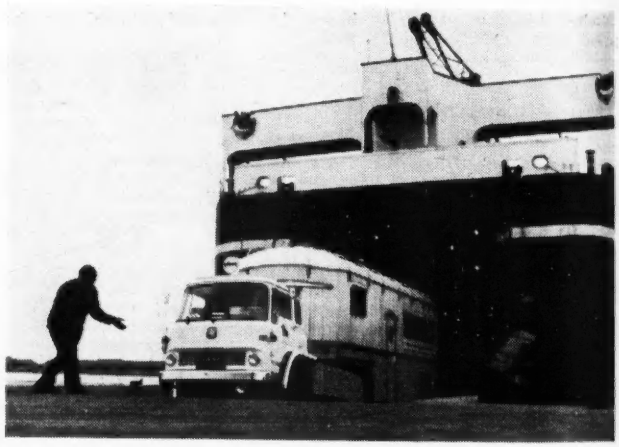
Notice to Importers No. 1185: imports from East Germany

THE Confederation of British Industry have announced that it has been agreed between them and the East German Chamber of Foreign Trade that the arrangements relating to trade between the United Kingdom and East Germany should be continued on broadly the same basis as hitherto for a 12-month period running to December 31, 1967. This Notice details the licensing procedure for imports of East German goods. The arrangements now announced supersede the six monthly pro-rata provision for trade and quotas up to June 30, 1967, which was introduced at the time of the last trade talks (paragraph 2 of Notice to Importers No. 1157 of July 16, 1966 refers). Import licences issued since January 1, 1967, under the pro-rata provision will be counted against the appropriate quota as it appears in the lists agreed for 1967 as a whole. Full details and the list of quotas appeared in the *Board of Trade Journal* of March 10, 1967 (pages 670 and 671).

£230,000 for urban water development in Botswana

THE MINISTRY of Overseas Development announce that Britain has made available an interest free loan of £230,000 to Botswana for the development of urban water supply schemes in Gaberones and Lobatsi.

The new town of Gaberones is using some 150 million gallons of water annually at present and expects to need over 900 million gallons by 1980. A loan of £75,000 was provided by the Ministry of Overseas Development for the same schemes in 1966. The present loan is repayable over a 25-year period.



The mobile showroom seen here boarding a cross-channel ferry at Tilbury, is now on its way to Belgium, Holland, Germany, Switzerland, Italy, Monaco, France, Denmark, Finland, Sweden and Norway. The showroom was 'launched' on its tour by the Hydrographer of the Navy, Rear-Admiral G. S. Ritchie, DSC, and contains displays of oceanographic, hydrological and meteorological instruments made by the Marine Systems Division of the Plessey Electronics Group. During its tour the showroom will be at Monaco between April 17-May 3 for the Ninth International Hydrographic Conference.

Government Publications

required by customers in London may be obtained quickly from

Her Majesty's Stationery Office, 49 High Holborn, W.C.1, or 423 Oxford Street, W.1

Information for exporters

Brief details are given below of some of the Calls for Tender reported in recent issues of the **Export Service Bulletin.**†

For further information contact Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 404 and 406. Telex 25977 AB: Bothillgate, Ldn.) Quote country, commodity and E.S.B. reference number. The date given is the closing date and refers to the current year unless otherwise indicated. An asterisk implies that tender documents are available on loan. The number in brackets is that of the Bulletin in which the inquiry appeared. Copies of these Bulletins may be obtained from the address above at 2s. each. Remittance with order, please.

AUSTRALIA

(60/67) **Radio Terminal** for Department of Civil Aviation. (Further Information.) E.S.B. 11772/67.*
(60/67) **Diesel Locomotives** for South Australian Railways Authority. May 17. E.S.B. 13021/67.
(62/67) **Electrical Apparatus** for Southern Electric Authority of Queensland. May 3. E.S.B. 14319/67.
(63/67) **Transformers** for Sydney County Council. May 23. E.S.B. 13837/67.*

BURMA

Defence Department:
(63/67) **Miscellaneous Supplies.** April 22. E.S.B. 13895/67.*
(63/67) **Files; Hacksaw Blades.** April 22. E.S.B. 13893/67.*
(63/67) **Flaw Detection Equipment** for People's Oil Industry. May 10. E.S.B. 13896/67.*
Union of Burma Railway Board:
(61/67) **Steel Bars.** April 25. E.S.B. 13099/67.*
(61/67) **Insulating Tape and Cotton Sleeving.** May 2. E.S.B. 13801/67.*
(61/67) **Steel.** April 19. E.S.B. 13091/67.
(61/67) **Copper Manufactures.** April 27. E.S.B. 13081/67.*
(61/67) **Metals.** April 27. E.S.B. 13082/67.*
(61/67) **Oils, Varnishes, Thinners.** April 28. E.S.B 13083/67.*
(61/67) **Electric Lamp Fittings.** May 2. E.S.B. 13084/67.*
(61/67) **Floodlights and Headlights.** April 26. E.S.B. 13086/67.*
(61/67) **Joint Boxes.** May 2. E.S.B. 13087/67.*
(61/67) **Steel.** April 20. E.S.B. 13092/67.
(61/67) **Steel Stay Bolts and Bars.** April 21. E.S.B. 13096/67.*
(61/67) **Steel.** April 20. E.S.B. 13093/67.*
(61/67) **Steel Sheet.** April 20. E.S.B. 13094/67.*
(61/67) **Steel.** April 21. E.S.B. 13095/67.*
(61/67) **Cable.** April 26. E.S.B. 13085/67.*
(61/67) **Brazing and Welding Equipment.** April 27. E.S.B. 13078/67.*
(61/67) **Copper Pipes.** April 25. E.S.B. 13079/67.*
(61/67) **Brass Wire, Gauze, Rods and Bars.** April 27. E.S.B. 13080/67.*
(61/67) **Steel.** April 21. E.S.B. 13097/67.*
(61/67) **Metal Products.** April 25. E.S.B. 13098/67.*
(62/67) **Carbon Brushes.** April 21. E.S.B. 13847/67.*

CEYLON

(61/67) **Cleansing Vehicles** for Colombo Municipal Council. (Further Information.) Tender documents now available. E.S.B. 12689/67.*

COLOMBIA

(61/67) **Vehicles** for Empresa Nacional de Telecomunicaciones 'Telecom'. (Further Information.) May 2. E.S.B. 7575/67.*

FORMOSA

Central Trust of China:
(59/67) **Rubber Hose.** April 21. E.S.B. 13004/67.*
(60/67) **Shovel Loaders.** April 21. E.S.B. 13000/67.*
(60/67) **Telegraph Equipment.** April 21. E.S.B. 13016/67.*
(60/67) **Carbon Steel Rails.** April 20. E.S.B. 13003/67.*
(60/67) **Transparent Cellulose Film.** April 20. E.S.B. 12999/67.*
(60/67) **Pallet Trucks.** April 21. E.S.B. 13005/67.*

GREECE

(60/67) **Laboratory Ovens and Centrifuges** for Institute of Social Insurance. April 24. E.S.B. 13029/67.*

INDIA

(60/67) **Locomotives** for Beas Purchase Organisation. May 31. E.S.B. 13033/67.
Director General of Supplies and Disposals:
(60/67) **Spline Hobbing Machine.** (Further Information.) Closing date postponed to April 28. E.S.B. 8618/67.*
(63/67) **Wheel Lathe.** May 2. E.S.B. 13869/67.*
(61/67) **Steel Lining** for Government of Maharashtra. May 22. E.S.B. 13075/67.
(63/67) **Glutamic Acid Salt** for Indian Drugs and Pharmaceuticals Ltd. April 24. E.S.B. 13871/67.*
(60/67) **Cable; Overhead Line Equipment** for Maharashtra State Electricity Board. April 28. E.S.B. 13074/67.
(63/67) **Dynamometers** for Mysore State Electricity Board. May 2. E.S.B. 13866/67.
(59/67) **Cables** for Tata Hydro Electric Power Supply Co. Ltd. May 15. E.S.B. 12936/67.

IRAQ

Central Foreign Purchasing Board:
(60/67) **Tents.** June 11. Tender documents now available. E.S.B. 13046/67.
(60/67) **Electronic Vacuum Tubes.** May 28. E.S.B. 13045/67.
(61/67) **Antibiotics** for General Drugs Department. May 4. E.S.B. 13032/67.*
(62/67) **Construction of Roads, Bridges and Tunnel** for Ministry of Communications. August 15. E.S.B. 14129/67.
(60/67) **Construction of University** for Ministry of Municipalities and Works. July 18. E.S.B. 13049/67.
National Electricity Administration:
(60/67) **Switchgear.** (Further Information.) Tender documents now available. E.S.B. 12653/67.*
(60/67) **Cable.** (Further Information.) Tender documents now available. E.S.B. 12654/67.*
(60/67) **Insulators.** (Further Information.) Tender documents now available. E.S.B. 12655/67.*
(62/67) **Underground Cable.** May 2. E.S.B. 14127/67
Posts, Telegraphs and Telephones Administration:
(60/67) **Tools.** May 11. E.S.B. 13047/67.
(61/67) **Overhead Line Materials.** (Further Information.) Tender documents now available. E.S.B. 8646/67.*

IRISH REPUBLIC

(61/67) **Pumping Plant** for Castleblayney Urban District Council. April 19. E.S.B. 13073/67.
(61/67) **Pumping Plant** for Galway Corporation. May 1. E.S.B. 13043/67.
(60/67) **Housing Site Development** for Monaghan Urban District. April 28. E.S.B. 13002/67.
(60/67) **Water Treatment Plant** for Tipperary County Council. Closing date postponed to April 14. E.S.B. 9602/67.

JAMAICA

(62/67) **Transformers** for Stone & Webster Engineering Corporation. April 25. E.S.B. 13860/67.*

JORDAN

(59/67) **Rock Phosphate Drying Equipment** for Jordan Phosphate Mines Co. May 15. E.S.B. 12971/67.*

KENYA

(60/67) **School Equipment** for Masaku County Council. April 25. E.S.B. 13034/67.
(59/67) **Furniture and Mattresses** for Ministry of Education. Closing date not known. E.S.B. 12953/67.

KOREA

Office of Supply:
(62/67) **Miscellaneous Equipment.** April 22. E.S.B. 13858/67.*
(62/67) **Miscellaneous Equipment.** April 24. E.S.B. 13857/67.*
(62/67) **Teleprinter.** April 21. E.S.B. 13859/67.*

KUWAIT

(59/67) **Construction of Port Extension** for Central Tenders Committee. (Further Information.) E.S.B. 11543/67.

LEBANON

(61/67) **Construction of Broadcasting Studios** for Direction des Adjudications Publiques. April 25. E.S.B. 13846/67.*
La Regie Libanaise des Tabacs:
(61/67) **Linen Bands.** May 4. E.S.B. 13843/67.*
(61/67) **Cellulose Film.** April 26. E.S.B. 13842/67.*
(61/67) **Kraft Paper.** April 25. E.S.B. 13841/67.*

LIBYA

Ministry of Public Works:
(61/67) **Construction of Silo.** (Further Information.) Closing date postponed to May 1. E.S.B. 49206/66 and 1583/67.
(61/67) **Construction of Hospital.** May 15. E.S.B. 13068/67.

MALAYSIA

State Central Tenders Board:
(61/67) **Compaction Equipment.** May 8. E.S.B. 13052/67.
(61/67) **Dragline and Tractors.** May 8. E.S.B. 13051/67.*
(61/67) **Automotive Workshop Equipment.** May 8. E.S.B. 13053/67.*
(61/67) **Contractors Plant.** May 8. E.S.B. 13054/67.*

MALTA

Directorate of Contracts:
(60/67) **Raincoats.** April 19. E.S.B. 13023/67.*
(60/67) **Boots.** April 19. E.S.B. 13024/67.*
(60/67) **Flavouring Materials.** April 19. E.S.B. 13025/67.*
(60/67) **Lathes.** April 19. E.S.B. 13026/67.*

MOZAMBIQUE

(61/67) **Diesel Alternator Sets** for Civil Aeronautical Department. (Further Information.) Closing date postponed to May 15. E.S.B. 7210/67.

NETHERLANDS

Director General of Waterways:
(63/67) **Construction Project.** April 25. E.S.B. 14324/67.
(60/67) **Construction of Sand-Subbase.** April 27. E.S.B. 13055/67.

NEW ZEALAND

Department of Health:
(60/67) **Textiles.** April 26. E.S.B. 13013/67.*
(60/67) **Textiles.** April 25. E.S.B. 13014/67.*
(61/67) **Cloth.** April 24. E.S.B. 13027/67.*
(61/67) **Electric Cable** for Dunedin City Corporation. May 8. E.S.B. 13088/67.*
General Post Office:
(59/67) **Paper.** April 24. E.S.B. 12945/67.*
(61/67) **Valves.** April 26. E.S.B. 13011/67.*
(61/67) **Telephone Cords.** April 26. E.S.B. 13802/67.*

†*The* **Export Service Bulletin,** *a 'must' for exporters, is published daily from Monday to Friday. A week's issues may contain as many as* 500 *calls for tender in addition to numerous inquiries from foreign firms for British goods, offers to represent British companies in overseas markets, reports on foreign markets for selected products, etc. Each quarter an issue entitled, 'World Economic Comments', summarizes the economic conditions in more than* 100 *countries. Special supplements devoted to particular countries are also published from time to time. A year's subscription, which will bring you all the issues, costs* only £10 10*s. The* **Export Service Bulletin** *is available only to individuals resident and firms registered and carrying on business in the United Kingdom.*

If you would like a specimen copy, get in touch with Export Services Branch, Board of Trade, Hillgate House, 35 *Old Bailey, London, E.C.4 (Tel. City* 5757, *Ext.* 7058, *Telex* 25977, *AB: Bothillgate, Ldn.) mentioning the products or countries of special interest to you.*

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NIGERIA

(61/67) Communications Equipment for Ministry of Defence. September 4. Press notice available. E.S.B. 13844/67.*

PAKISTAN

Directorate of Supply:
(62/67) Electrical Equipment; Tools. (Further Information.) Re-issue of tender. Closing date now April 27. E.S.B. 3781/66.*
(62/67) Hospital Equipment. April 25. E.S.B. 13830/67.*
(62/67) Hospital Equipment. April 26. E.S.B. 13831/67.*
(62/67) Surgical Instruments. April 29. E.S.B. 13834/67.*
(62/67) Laboratory Equipment. April 22. E.S.B. 13848/67.*
East Pakistan Agricultural University:
(61/67) Electric Fans. April 27. E.S.B. 13825/67.*
(62/67) Ceiling Tiles. (Further Information.) Tender documents now available. E.S.B. 12624/67.*
(62/67) Melamine Laminated Sheets. (Further Information.) Tender documents now available. E.S.B. 12625/67.*
(62/67) Laboratory Fittings. (Further Information.) Tender documents now available. E.S.B. 12626/67.*
(62/67) Window Frames; Shutters and Glass. April 29. E.S.B. 13826/67.
(62/67) Metal Door and Window Frames. April 29. E.S.B. 13827/67.*
(62/67) Telephone Exchange. April 29. E.S.B. 13828/67.*
(62/67) Office Machinery. (Further Information.) Tender documents now available. E.S.B. 12623/67.*
(62/67) Marble Chips. (Further Information.) Tender documents now available. E.S.B. 12627/67.*
(61/67) Mechanical Equipment for East Pakistan Inland Water Transport Authority. (Further Information.) Closing date postponed to May 25. E.S.B. 11532/67.
(60/67) Printing Machines for Pakistan Western Railway. May 9. E.S.B. 13017/67.

SAUDI ARABIA

Ministry of Agriculture:
(61/67) Water Supply Project. April 22. E.S.B. 13813/67.
(61/67) Well Drilling. April 25. E.S.B. 13814/67.
Ministry of Communications:
(61/67) Fire Extinguishers. April 20. E.S.B. 13812/67.
(61/67) Mail Bags. April 20. E.S.B. 13086/67.

SINGAPORE REPUBLIC

(62/67) Teleprinter Equipment for Director of Telecommunications. April 25. E.S.B. 13861/67.*

SOUTH AFRICA

(60/67) Cranes for South African Railways. April 21. E.S.B. 13038/67.
State Tender Board:
(59/67) Hand Tools. April 20. E.S.B. 12929/67.*
(59/67) Brass Screws. April 20. E.S.B. 12932/67.*

SPAIN

(61/67) Rolling Mill Plant for Fabrica Nacional de Moneda y Timbre. April 27. E.S.B. 13039/67.

THAILAND

(60/67) Steel Towers for Lignite Authority. May 2. E.S.B. 12981/67.*
(59/67) Transformers for Metropolitan Electricity Authority. May 9. E.S.B. 12982/67.*
State Railway of Thailand:
(60/67) Rivets. April 24. E.S.B. 12978/67.*
(62/67) Steel Tanks. April 21. E.S.B. 13849/67.
(62/67) Binding Wire. April 20. E.S.B. 13853/67.
(62/67) Nails. April 20. E.S.B. 13854/67.
(62/67) Seamless Low Carbon Steel. April 26. E.S.B. 13855/67.

TRINIDAD AND TOBAGO

Electricity Commission:
(61/67) Photo-Electric Control Units. April 26. E.S.B. 13059/67.*
(61/67) Street Light Fittings. April 26. E.S.B. 13060/67.*
(61/67) Watt Hour Meters. April 26. E.S.B. 13058/67.*
(61/67) Transformers. April 26. E.S.B. 13056/67* and 13057/67.
(61/67) Safety Helme's. April 26. E.S.B. 13060/67.*
(61/67) Boots. April 26. E.S.B. 13061/67.*
(61/67) Oil. April 26. E.S.B. 13063/67.*

TUNISIA

Ministry of Public Works and Housing:
(61/67) Construction of College. April 27. Tender notice (in French) available. E.S.B. 13040/67.*
(61/67) Construction of College. April 20. Tender notice (in French) available. E.S.B. 13042/67.*
(61/67) Construction of College. April 24. Tender notice (in French) available. E.S.B. 13041/67.*

TURKEY

(59/67) Transmission Towers for Etibank General Mudurlugu. (Further Information.) Project schedule now available. E.S.B. 11167/67.
(59/67) Teleprinter Page Rolls for P.T.T. Administration. April 26. E.S.B. 12950/67.*
(59/67) Railway Superstructure Materials for State Railways Administration. April 21. E.S.B. 12952/67.*

UNITED STATES OF AMERICA

(63/67) Circuit Breaker for US Corps of Engineers. (Advance Information.) May 2. E.S.B. 14315/67.

VIETNAM

The Industrial Development Centre:
(60/67) Wire and Cable Making Machines. April 25. E.S.B. 12996/67.*
(61/67) Liquid Oxygen Production Plant. April 11. E.S.B. 13050/67.*

ZAMBIA

(60/67) Chloroquin Tablets for Central Supply and Tender Board. April 21. E.S.B. 12998/67.*

Agency and export opportunities, market surveys, etc.

Brief details are given below of some of the inquiries for British goods, offers to represent British principals, market reports etc., published in recent issues of the **Export Service Bulletin.†**

Further information about these and copies of the Bulletins in which they appeared may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 427, Telex 25977, AB: Bothillgate, Ldn.) at 2s. per copy. Remittance with order, please. Please quote the number in brackets, the country and commodity in all inquiries.

Aden
(62/67) Inquiry for egg grading machine; poultry housing and equipment. E.S.B. 13527/67.

Algeria/East Germany
(61/67) Trade Agreement. C.R.E. 19223/G.

Australia
(62/67) Agency inquiry for plastic packaging films. E.S.B. 12537/67.
(59/67) Special advisory authority. C.R.E. 204/66.

Austria
(60/67) Agency inquiry for filter apparatus and plant; measuring and control instruments; mixers; pipes and pipeline equipment. E.S.B. 12764/67.
(60/67) Agency inquiry for tubes. E.S.B. 13106/67.
(62/67) Agency inquiry for clothing; piece-goods. E.S.B. 13598/67
(62/67) Agency inquiry for foodstuff. E.S.B. 12884/67.
(61/67) Inquiry for clothing. E.S.B. 13104/67.
(61/67) Inquiry for curtainings; furnishing fabrics; woollen and worsted fabrics. E.S.B. 13127/67.
(62/67) Inquiry for men's wear. E.S.B. 13595/67.

Bahamas
(62/67) Inquiry for foodstuffs. E.S.B. 13536/67.

Barbados
(59/67) Agency inquiry for building and construction supplies; domestic equipment and supplies; furniture; hardware; lubricating equipment; road signs; ropes, twines and fishing lines; tools; wire and cable. E.S.B. 5447/67.

Belgium
(62/67) Agency inquiry for knitwear. E.S.B. 12583/67.

Brazil
(60/67) Inquiry for cotton waste manufacturing machinery. E.S.B. 13204/67.

Canada
(59/67) Agency inquiry for paper-making and processing machinery; vehicle spare parts; water pumps; welding equipment. E.S.B. 12287/67.
(62/67) Agency inquiry for agricultural implements; light industrial equipment. E.S.B. 13454/67.
(59/67) Manufacture under licence in Britain – ventilators. E.S.B. 11279/67.
(60/67) Inquiry for shirtings. E.S.B. 13305/67.
(61/67) Inquiry for boring and drilling machinery; construction and maintenance machinery; grinding machines and grinders; mining and quarrying machinery; ore processing and metallurgical machinery; pulp mill machinery. E.S.B. 10100/67.
(61/67) Inquiry for sports goods. E.S.B. 13278/67.
(61/67) Hotel accommodation during the Universal and International Exhibition (Expo 67) Montreal. E.S.B. 848/67.
(62/67) Inquiry for chain saws; engines; generating sets. E.S.B. 13447/67.
(52/67) Manufacture under licence in Britain—shelving. E.S.B. 11351/67.

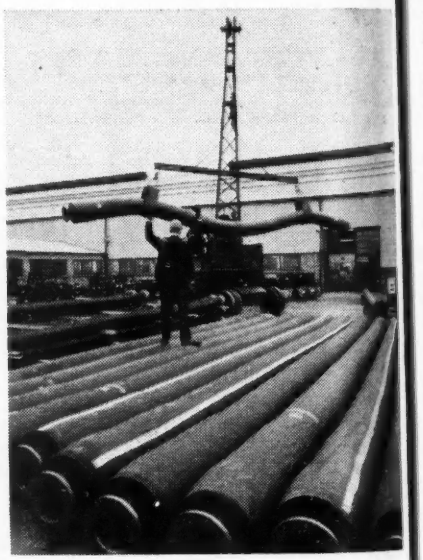
Costa Rica
(61/67) Inquiry for generators; turbines. E.S.B. 13426/67.

Fiji
(62/67) Inquiry for hardboard making machinery; rope making machinery. E.S.B. 12852/67.

Finland
(60/67) Agency inquiry for metal form beams. E.S.B. 12761/67.
(63/67) Agency inquiry for metal refining plant and machinery. E.S.B. 13748/67.

France
(60/67) Agency inquiry for agricultural equipment; computer components; electronics components; environmental engineering components. E.S.B. 7040/67.
(61/67) Agency inquiry for chemical products. E.S.B. 3828/67.
(62/67) Agency inquiry for car accessories. E.S.B. 12873/67.
(62/67) Agency inquiry for cigarettes; foodstuffs; whisky; woollen and cotton fabrics. E.S.B. 10496/67.

† For further details of the 'Export Service Bulletin' see page 895.



Part of an order received by Shell for 'Selflote' integral hose for Oman, pictured at the Grimsby factory of the Dunlop Hose Division. The white line visible on some of the lengths is to ensure that hoses are coupled straight. Approximately 1,500 ft. of this hose will be used for loading tankers offshore.

Germany, Federal Republic of
(62/67) Agency inquiry for disposable dresses. E.S.B. 13365/67.
(62/67) Agency inquiry for foodstuffs. E.S.B. 13556/67.
(62/67) Manufacture under licence—air-conditioning equipment: heating equipment; ventilating equipment. E.S.B. 13359/67.

Guyana
(60/67) Agency inquiry for beer. E.S.B. 13199/67.

Hong Kong
(61/67) Agency inquiry for foodstuffs. E.S.B. 13265/67.

Iceland
(61/67) Calculation of customs duty. C.R.E. 10627/G.

Iran/USSR
(61/67) Trade agreement. C.R.E. 7056/G.

Iraq
(61/67) Agency inquiry for electrical power equipment; street lighting fittings and lamps. E.S.B. 12705/67.

Israel
(60/67) Agency inquiry for dental equipment. E.S.B. 13208/67.
(62/67) Agency inquiry for rubber gloves; syringes. E.S.B. 12199/67.
(62/67) Agency inquiry for smokers' requisites. E.S.B. 13252/67.
(59/67) Inquiry for laboratory and medical equipment – further information. E.S.B. 1330/67.
(60/67) Inquiry for aluminium discs; domestic hardware. E.S.B. 13283/67.
(62/67) Inquiry for sacks. E.S.B. 4482/67.

Italy
(62/67) Inquiry for industrial chemicals. E.S.B. 13582/67.

Italy/Iran
(59/67) Trade agreement. C.R.E. 16283/G.

Japan
(61/67) Inquiry in respect of department store goods. E.S.B. 13665/67.

Jordan
(62/67) Agency inquiry for cosmetics; wool; women's wear. E.S.B. 13302/67.

Kenya
(59/67) Agency inquiry for advertising give-aways and novelties; clothing; educational goods; household goods; hardware; stationery; sports goods; textiles. E.S.B. 12798/67.

Kuwait
(60/67) Inquiry in respect of aluminium sheets. E.S.B. 13112/67.

Morocco
(62/67) Inquiry for electrical and electronic equipment; motel equipment. E.S.B. 1733/67.

Norway
(61/67) British store promotions—Bergen. E.S.B. 13970/67.

Pakistan
(61/67) Agency inquiry for domestic electrical appliances; scooter spare parts; T.V. sets and accessories; vehicle accessories. E.S.B. 12506/67.
(62/67) Agency inquiry for board manufacturing machinery. E.S.B. 13678/67.
(59/67) Inquiry for steel products. E.S.B. 4926/67.
(59/67) Inquiry for steel strips. E.S.B. 12399/67.
(61/67) Inquiry for bearings; copper ingots; iron and steel products; leatheroid; wire. E.S.B. 10084/67.
(61/67) Inquiry for chemicals; furnace material and spares; metals. E.S.B. 10346/67.
(61/67) Inquiry for communication sets. E.S.B. 45956/66.
(61/67) Inquiry for non-ferrous metals; steel products. E.S.B. 9044/67.

Philippines, Republic of the
(63/67) Inquiry for constructional steel products. E.S.B. 13597/67.

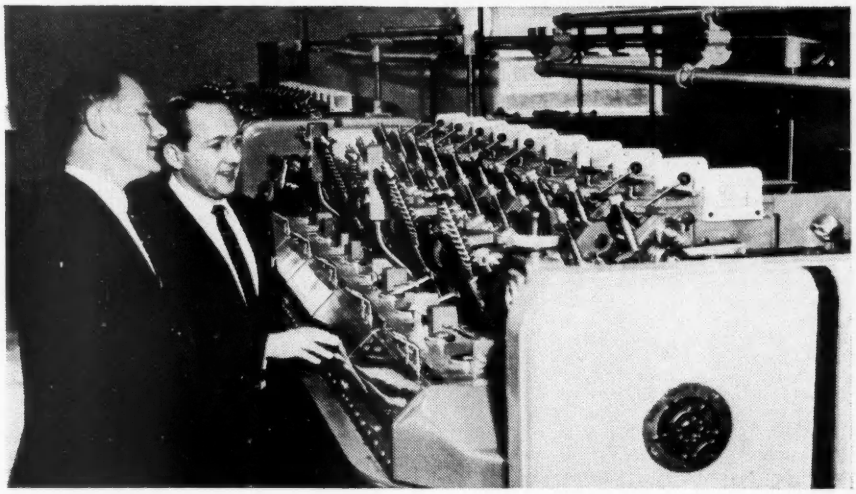
Poland
(62/67) Inquiry in respect of car manufacturing equipment. E.S.B. 9431/67.

Rumania
(61/67) Inquiry for chemical plant; gas-making plant. E.S.B. 44098/65.
(61/67) Inquiry for mining equipment. E.S.B. 13478/67.

Rumania/Finland
(59/67) Trade agreement. C.R.E. 11906/G.

Singapore
(60/67) Inquiry for gas cookers. E.S.B. 13314/67.

South Africa
(62/67) Agency inquiry for communication equipment. E.S.B. 13461/67.



Prior to departing on a two-month sales tour of Latin America, Mr. Richard Stead (right), technical sales engineer of Prince-Smith & Stells Ltd., the Keighley textile machinery makers, checks up on the finer points of one of the company's machines. He is seen with Mr. F. A. Greenwood (left), research director, at Prince-Smith, examining the intricate workings of an autoleveller bi-coiler drawbox.

Sudan
(59/67) Inquiry for paper converting and printing machinery; typewriter ribbon making machinery. E.S.B. 13126/67.

Switzerland
(60/67) Agency inquiry for marble; slate. E.S.B. 11916/67.
(51/67) Agency inquiry for construction equipment; mechanical handling equipment; public works equipment; railway track maintenance equipment. E.S.B. 12765/67.
(61/67) Agency inquiry for knitwear; skirts. E.S.B. 12814/67.
(62/67) Agency inquiry for confectionery; foodstuffs. E.S.B. 13652/67.
(63/67) Agency inquiry for chemicals; paper coating additives. E.S.B. 13594/67.
(60/67) Inquiry for door furniture. E.S.B. 12720/67.
(60/67) Inquiry for paper. E.S.B. 13410/67.
(62/67) Inquiry for electric tools and equipment; metal-working tools and accessories. E.S.B. 13596/67
(62/67) Inquiry for foodstuffs. E.S.B. 7351/67.
(62/67) Manufacture under licence in Britain—burner. E.S.B. 12532/67.

Trinidad & Tobago
(62/67) Inquiry for bed manufacturing machinery; bedding making machinery; wood-working machinery. E.S.B. 13579/67.

Tunisia
(61/67) Inquiry for stockings. E.S.B. 8819/67.

Tunisia/Switzerland
(62/67) Trade agreement C.R.E. 5719/G.

Uganda
(62/67) Agency inquiry for dress fabrics; knitwear; salt; shoes; steel wool; suitings. E.S.B. 12898/67.
(63/67) Agency inquiry for springs. E.S.B. 12220/67.
(59/67) Inquiry for chairs; carpets; furnishing fabrics; household linen. E.S.B. 13171/67.

United States
(60/67) Agency inquiry for agricultural machinery and equipment. E.S.B. 13188/67.
(59/67) Inquiry for bar accessories; ceramics and glassware; decorations; giftware; leather goods; toys—further information. E.S.B. 7782/67.
(60/67) Inquiry for wire. E.S.B. 13431/67.
(51/67) Inquiry for confectionery. E.S.B. 13487/67.
(61/67 Inquiry for glass tubing. E.S.B. 13507/67.
(61/67) Inquiry for raincoats. E.S.B. 13552/67.
(61/67) Manufacture under licence in Britain—air-conditioner. E.S.B. 12874/67.
(62/67) Inquiry for clothing. E.S.B. 13605/67.
(52/67) Inquiry for diamonds; graphite block; tin oxide; wire; wire rope twisting machines. E.S.B. 13724/67.

Various
(62/67) Visits by British overseas commercial representatives during May, June and July, 1967. E.S.B. 5865/66.

Venezuela
(61/67) Agency inquiry for crockery; cutlery; glassware. E.S.B. 12463/67.

Yugoslavia
(62/67) Agency inquiry for agricultural equipment; chemicals; railway equipment; tractors. E.S.B. 12744/67.

Zambia
(62/67) Zambian imports via Dar-es-Salaam. C.R.E. 9606/G.

BOARD OF TRADE REGIONAL OFFICES
The normal Board of Trade contact for firms outside London is the Board's nearest regional office. These offices are able to offer traders help and advice on exports, starting a new factory and similar problems. (Addresses on page 778 of March 24 issue).

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Export Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses is published on pages i-viii of January 20 issue of the Board of Trade Journal. *Businessmen wishing to avail themselves of this assistance should consult in advance either the regional officers of Board of Trade (see page 878 of this issue) or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757).*

Bipel manager's tour

MR. R. P. DRUETT, export sales manager of BIP Engineering Ltd., manufacturers of Bipel plastics moulding machinery, is touring Greece, Israel, Iran and Lebanon. He is visiting existing Bipel installations and other moulders to discuss the latest additions to the range of Bipel equipment.

Export sales cruise

AN export sales cruise is to be undertaken by Mr. and Mrs. Barry Bevan Funnell, directors of Bevan Funnell Ltd., Newhaven, Sussex, as part of a sustained overseas sales drive which occupies 30 weeks every year. The company state that they started exporting in a planned, purposive manner in 1961 and in less than six years the value of their overseas sales have risen to £750.000. The target for 1967 is £1 million and already this year new business worth £100,000 has been achieved.

The 90 ft. motor yacht 'Maluti', fitted out as a showroom for the period reproduction furniture made by the company began a four-month programme of export sales cruising when she left Newhaven Harbour on Good Friday for Belgium. 'Maluti' will visit Ostend, Antwerp and Brussels, and in each centre retail buyers will be entertained on board, where the full range of catalogues, leaflets, price lists, veneer samples and swatches will be displayed. In addition buyers will see a selection of furniture designs arranged in the day cabins and, in the main stateroom, examples of special techniques, including hand-tooled skiver-hide veneering, which the company is able to undertake.

For the next four months MY 'Maluti' will be cruising almost continuously in Europe, and trips to West Germany, the Baltic area and Norway are already scheduled.

Scandinavian export tour

MR. ERIC HAYS, golf manager, Dunlop Sports Company, left London for Sweden on March 29 both to promote sales of Dunlop golf equipment and to advise on arrangements for this year's Dunlop Scandinavian Golf Tournament. In Stockholm he will be discussing the golf products marketed throughout Scandinavia by the Dunlop agents, G. A. Hansen of Malmo. Mr. Hays will also meet Major Erik Runfelt of the Swedish Golf Union—the amateur body for the sport. Later he travels to Tylösand Club near Hamstadt where the Dunlop professional tournament will be held in August and will have meetings with the Swedish Professional Golfers' Association to make suggestions for the 1967 arrangements. During a tour expected to last about 10 days, Mr. Hays will be visiting many Swedish clubs and meeting golf professionals and amateur players.

Export manager's world tour

MR. DENIS STROUD, export manager of Santon Limited, Newport, will be leaving on April 29 for the start of a nine-week, round-world tour. He will visit Montreal, Fiji Isles, New Zealand, Australia, Hong Kong, Borneo, Singapore, Kuala Lumpur, Penang, Bombay and Barhain. The purpose of the tour is to introduce his company's new electric water heating appliances and switches to established and potential customers.

A £100,000 metal press, built by the British Manufacture and Research Company, arrived at Fiat's Turin factory on March 22, after a 1,200 mile road journey from Grantham, Lincs., via Southampton, Le Havre and the Mon Blanc Tunnel. Transport of the press, used in the manufacture of car bodies was carried out by G. C. Munton (Heavy Haulage) Ltd., of Ruskington, Lincs., in conjunction with Pickfords & Hay's Wharf, Southampton. The convoy crossed the Channel from Southampton aboard one of Thoresen's roll-on, roll-off Viking fleet. With a maximum width of 10 ft. 6 in. and height of 13 ft., the convoy was given a police escort from Le Havre to the Mont Blanc Tunnel. Picture shows the Munton convoy at Thoresen's Southampton cross-Channel terminal.

Dexion man tours Africa

MR. BRIAN MURPHY, Dexion overseas regional manager for Africa, began a two-and-a-half month tour on March 31. During his trip he will visit Sierra Leone, Liberia, Ghana, Nigeria, Ethiopia, Kenya, Zambia, Malawi and Tanzania. The purpose of his tour is distributor training and the introduction of new products, liaison with government and military officials to promote sales, meeting large users of Dexion products, seeking out new distributors where necessary and investigating the need for low-cost housing. In addition to these objectives, it is also hoped to examine new products suitable for marketing throughout the world in the fields of storage and materials handling, display and exhibition and light internal structural systems.

Other Dexion men are also travelling abroad. Mr. Peter Clark, overseas regional manager for the Far East, is now making an extensive sales tour of the Far East, and Mr. David Broom, sales manager for the Caribbean, Central and South America, is engaged on a two-and-a-half month tour of that area.

Export drive in Libya

MR. LEONARD H. DALE, chairman and managing director of Dale Electric (Yorkshire) Ltd., left for Tripoli on March 14. Mr. Dale is hoping to gain more export orders for his generating equipment at the Libyan International Fair, where units from the Dale 'Lynx' range will be on show. He will be meeting North African government officials, leading businessmen and engineers during his three-week stay.

British innkeeper on 'Come to Britain' tour of Australia.

MR. FRANK PARDOE – 'mine host' of the George and Dragon at Fordwich, near Canterbury, Kent, for the past seven years – flew from Heathrow Airport on April 1 at the start of a three-week 'Come to Britain' tour of Australia. Mr. Pardoe's trip has been organized by the British Travel Association, to promote the attractions of the many British country inns which offer good food and accommodation to travellers.

During his tour of Australia – which has been arranged in co-operation with BOAC – he will visit Sydney, Melbourne, Brisbane, Adelaide and Perth. In addition to making radio and television appearances and meeting members of the press in the five state capitals, Mr. Pardoe will be guest of honour at dinners given by leading Australian wine and food societies.

British sales manager gives sales talk to Americans

A BIRMINGHAM sales manager will be flying to America on April 16 specifically to address an American Salesmen's Convention in New York's Roosevelt Hotel. He is Mr. Larry Saunders, sales manager of Pearson Page Jewsbury Co. Ltd., manufacturers of 'Peerage' brass, copper and pewter ware. More than 40 per cent of their total production is exported to more than 50 countries with American market sales high on the list. Mr. Saunders says: 'My main purpose will be to discuss vital elements concerning the marketing and distribution of our products, to examine new ideas, to listen to and make new suggestions and most important to assess results following visits to Birmingham over the past two years of the salesmen who will be at the convention.'

On a 50,000 mile round-the-world export trip two years ago Mr. Saunders made America his last port of call.

Export Orders

Firms are invited to send in brief details of recent exports orders or contracts for mention on this page.

Dunlop to build Trinidad's first tyre factory

The Dunlop Company Limited is to build a factory at Point Fortin, Trinidad, for the manufacture of car, truck and bus tyres and tyre repair materials, at a cost of £1 million. The value of the plant and equipment to be supplied from the United Kingdom will be of the order of £700,000. A new Company will be formed in which Dunlop will have a majority interest and will invite local participation in the equity. Construction work is scheduled to commence within the next three months and the factory is expected to be in production around mid-1968, with an initial annual capacity of approximately 110,000 tyres, representing 85 per cent of the island's potential. Provision is being made for expanding capacity in line with market growth.

£47,000 truck and bus order from Nigeria

An order worth £47,000 for heavy duty AEC buses and articulated trucks has been received from Nigeria. The truck order, which is for new export model vehicles with Ergomatic tilt cabs, includes 12 Mandator and two Mammoth Major 6 x 4 prime movers and is the first for the new range of vehicles. All the trucks will be powered by the AEC AV760 diesel engine. The order has been placed by Niger Motors Ltd. of Apapa, who have also asked for two heavy duty single deck Ranger buses. Delivery is scheduled for July.

Dutch order for Paxman diesels

Davey, Paxman & Co. Ltd. have received an order from the Dutch firm of Lindeteves-Jacoberg N.V., Amsterdam, for six Paxman 12-cylinder type 12RPHXZ turbocharged marine diesels for two new single-screw diesel-electric pilot vessels under construction for the Royal Netherlands Navy. One vessel is being built by N.V. Scheepsbouwwerf Gebroeders Pot, Bolnes, the other by A. Vuyk & Zonen's N.V., Capelle a.d. IJssel. With a top speed of 13 knots, each vessel will be powered by three diesel-electric propulsion units, the engines having an output of 540 bhp at 1,000 rev/min and driving two generators apiece in tandem.

First packaged gas turbine power unit in Holland

The Turbine-Generator Division of Associated Electrical Industries Ltd. at Trafford Park, Manchester, has won an order from Gemeente-Energie Bedrijf in Rotterdam for a 14 megawatt packaged gas turbine power unit to be installed at their Waalhaven power station. The unit will be used for providing an emergency supply for the power station auxiliary plant, such as pumps, fans, conveyers, etc. It will be started up automatically whenever excessive loading on the Netherlands network causes a drop in the line frequency, and will automatically take over the supply to the auxiliaries if the frequency continues to fall, thus avoiding the possibility of slow running auxiliaries and, ultimately, shut down of the power station. The present order is the third from overseas received by AEI for this type of plant. It will be the first gas turbine power plant to go into service in Holland.

First exports to France give 20 per cent production rise

A range of powered garden implements made by Farmfitters Ltd., Gerrards Cross, which had not previously been exported, have increased 20 per cent in nine months due solely to sales in France.

The company states that the basis of the Farmfitter range is a new approach to the utilization of power tools in the garden and smallholding. Whereas these machines usually rely for their versatility on the fitting of attachments to a basic unit, the Multi-Gardner system provides a range of purpose-designed implements powered by a single 'lift-off' interchangeable 150 c.c. petrol engine.

Staffordshire firm win United States order

Glassworks Equipment Ltd., of Cradley Heath, Staffs, have won a £20.000 order against strong American competition for the installation of a completely automated glass furnace batch charging plant at the Danielson, Connecticut works of Knox Glass Inc. Mr. Maurice Wallage, managing director of Glassworks Equipment, who recently visited many North American glassworks, says that the company are geared to meet the challenge of the very tight delivery schedule called for.

New roads in Uruguay

Frederick Parker Ltd., the Leicester engineering firm, have supplied mobile crushing plants and portable screening units costing in the region of £85.000 to help build a big network of new roads in Uruguay. Altogether about 1,000 kilometres of new roads are being constructed which will eventually link all northern and southern cities and those on the east and west coasts. The plants include primary and secondary stone crushing units, and portable screening plants and conveyors.

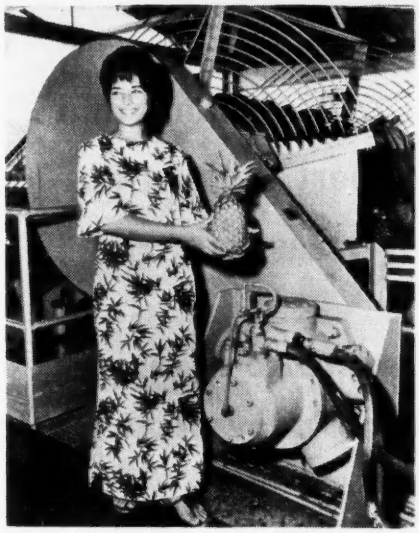
So as to enable as many contractors as possible to take part in the project the Ministry of Public Works in Uruguay decided to award tenders in stretches of about 80 kilometres each. Contract for the section on which the Parker plants are engaged is being financed by the Inter-American Development Bank.

Scientific equipment for American experimental programme

Orders worth $70.000 for specialized scientific equipment have recently been obtained by International Research & Development Co. Ltd. of Newcastle-upon-Tyne from the Case Institute of Technology, Cleveland, Ohio, under the jurisdiction of the Atomic Energy Commission of the United States. The orders are for the supply of several thousand Conversi neon flash tubes for use in an experimental programme to be carried out jointly by scientists from the Case Institute in Cleveland, the University of Witwatersrand, Johannesburg, South Africa and the University of California at Irvine. The basic purpose of the experiment is to gain further information on sub-nuclear particles and will include a study of certain particle reactions brought about by cosmic rays from distant parts of the galaxy and perhaps even beyond. The work is being undertaken in a South African gold mine 10,500 feet under the surface of the earth. This thickness of rock acts as a filter preventing the numerous lower energy particles near the surface from obscuring the reactions of the very rare ultra high energy particles.

£600,000 contract in Libya

Costain and Press (Libya) Ltd., have been awarded a £600.000 contract by Delta Engineering Corporation of the United States for the erection of a gas liquids recovery plant at Raguba, Libya. Work under the contract includes the erection of vessels, pumps, gas turbines, gas compressor, heat exchangers, instrumentation, furnaces and process piping, together with the installation of electrical and water services and fire protection facilities. All materials will be procured and supplied by Delta.



A new $600,000 fruit handling machine at 'Doles' world famous pineapple cannery in Honolulu has, with the help of British machinery, brought marked improvements in efficiency and production. The Dole Cannery, a division of Hawaii's largest corporation, now processes more than 215 million pineapples into over 275 million tins annually. Power for the effective operation of machinery is supplied by three Ruston and Hornsby Ltd. hydraulic motors, one of which is seen in the lower right corner of the photograph.

£5 million contract for fertilizer plant

BP has appointed The Power-Gas Corporation Limited (a member of the Davy-Ashmore Group) as the engineering contractor for the new ammonia fertilizer plant to be installed at Kwinana, Western Australia, for the Kwinana Nitrogen Company Proprietary Limited. The Power-Gas Corporation will be responsible for a £5 million contract for the design, engineering, procurement and construction of the project, which comprises a 300 tons per day ammonia plant, a 270 tons per day nitric acid plant, a 330 tons per day ammonium nitrate plant and bulk storage for liquid anhydrous ammonia, and includes steam raising, refrigeration, electrical substation and related offsite facilities. Davy-Ashmore Proprietary Limited, the Davy-Ashmore Group subsidiary in Australia, will participate in the project.

Work on the project is already under way and is due to be completed in the late summer of 1968.

Light for Doha

Among recent overseas contracts received by the International Division of Atlas Lighting Limited, a subsidiary of British Lighting Industries Limited, was an order from the Government of Qatar for Atlas twin 400 watt mercury vapour lanterns. These are to be used for the lighting of further sections of the main thoroughfares of Doha, the capital city. The value of the recent order was £13,300, and a feature of the equipment is a facility for providing, by simple switching arrangements, half lighting during off peak periods as well as the full visual standards required for normal conditions.

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM)

GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and import regulations changes in overseas countries published in this section of the Journal sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

EUROPEAN ECONOMIC COMMUNITY

Further translations of EEC Regulations

THE FOLLOWING further translations of EEC Regulations are now available from HMSO, 49 High Holborn, London, W.C.1, and branches. To obtain copies of these Regulations by post, orders and remittances, including postage, should be addressed to HMSO, PO Box 569, Cornwall House, London, S.E.1.

Regulation	Description	Price
70/66	On the organization of a basic survey as part of a survey programme on the structure of agricultural holdings	2s. 3d. (2s. 6d.)
80/66	Adjusting and laying down sluice-gate prices and laying down levies in relation to third countries for the third quarter of 1966 in the egg and poultry sector	10d. (1s. 1d.)
85/66	Adjusting and fixing sluice-gate prices for pigs and pigmeat products imported during the third quarter of 1966	8d. (11d.)
119/66	On special measures concerning malt	8d. (11d.)
120/66	Supplementing Annex II to Regulation No. 111/64 as regards certain types of cheese	5d. (8d.)
124/66	Reducing the additional amount of the levy in respect of farmyard poultry eggs in shell	5d. (8d.)
126/66	Laying down the minimum quality which must be satisfied for soft wheat and rye to be considered as fit for human consumption	5d. (8d.)
128/66	To amend Regulation No. 70 so as to fix a coefficient of equivalence between Finnish oats offered on the world market and the standard of quality in respect of which the threshold price is fixed	8d. (11d.)
129/66	Reducing the additional amount of levy on liquid or frozen whole eggs	5d. (8d.)
134/66	Amending Regulations Nos. 45, 46, 116, 129/63 and 59/64 relating to farmyard poultry eggs for hatching and live poultry not exceeding 185 grammes weight per head	5d. (8d.)
141/66	Continuing the term of validity of the Commission's Regulation No. 123/66 dated August 23, 1966, laying down provisions to prevent deflection of trade in intra-Community transactions in frozen beef and veal	5d. (8d.)
146/66	Introducing countervailing duty on outdoor table grapes imported from Bulgaria and Hungary	5d. (8d.)

Regulation for trade in processed agricultural products

THE *Board of Trade Journal* dated December 2, 1966 contained an announcement about Regulation No. 160/66 which introduces a system of trade for certain goods derived from the processing of agricultural produce and was to come into force on April 1, 1967. A draft regulation amending this date to May 1, 1967 is now before the Council of the EEC and a further announcement will be made when this has been approved.

Imports of beef, veal and cows on the hoof

THE *Journal Officiel des Communautés Européennes* No. 33 of February 24, 1967, contains the text of Council Regulation 34/67 relating to certain measures concerning the importation of chilled meat of domestic bovine cattle and of live cows intended for processing.

The following is an unofficial translation of the relevant parts of this regulation, the full French text of which may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 479).

Extract from Regulation No. 34/67/CEE

THE COUNCIL OF THE EUROPEAN ECONOMIC COMMUNITY HAS ADOPTED THE PRESENT REGULATION

Article 1

The tariff quota of 22,000 tons of chilled meat of bovine cattle, bound in GATT at a duty of 20 per cent, shall be distributed among the Member States as follows:

– Germany (FR):	1,000 tons
– France:	1,400 tons
– Italy:	16,000 tons
– Netherlands:	2,200 tons
– BLEU:	1,400 tons

Article 2

Up to June 30, 1967 the common customs tariff duty on chilled meat of domestic bovine cattle of sub-headings ex 02.01 A II (b) 2 (fore quarters) and ex 02.01 A II (b) 5 (boned pieces, excluding fillet) of the annex to Regulation No. 47/64/CEE, intended, under customs supervision, for processing in Italy, shall be suspended down to the level of 15 per cent in that Member State.

Article 3

1. By way of exception to Article 5 of Regulation No. 14/64/CEE, Member States shall be authorized, up to June 30, 1967, to suspend in respect of third countries:

– for the products mentioned in Article 2 or for one of them, the levies applicable to imports of those products, intended, under customs supervision, for processing in the importing Member State;

– collection of one half the levy applicable to imports of live cows of the domestic bovine species, other, of heading ex 01.02 A II of the common customs tariff, intended, under customs supervision, for manufacture in the importing Member State.

The authorization provided for in the second sub-paragraph above shall be restricted to periods during which the price of products appearing in Annex I(b) of Regulation No. 14/64/CEE, established in accordance with the provisions of Article 5(5) of the said Regulation, does not exceed the guide price.

2. If a Member State avails itself of those authorizations or of one of them, it shall at the same time determine the date up to which suspension is to be applied. Suspension fixed up to a date preceding June 30, 1967 may be extended at the latest up to that date.

3. The Member State which intends to avail itself of those authorizations or of one of them shall give notice to the other Member States and the Commission of the date of suspension and that of restoration of the levies and, where appropriate, of the date up to which the extension is to be applied. Notice of the above-mentioned measures must be given at least four days before they are enforced.

Article 4

1. As long as a Member State avails itself of the authorization provided for in Article 3 paragraph 1 sub-paragraph 1, it shall, in respect of the other Member States, suspend collection of the levies applicable to imports of meat of domestic bovine cattle, fresh, chilled or frozen, of sub-headings of the annex to Regulation No. 47/64/CEE ex 02.01 A II (a) 2 (bb) and ex 02.01 A II (b) 2 (fore quarters) and ex 02.01 A II (a) 2 (ee) 33 (boned pieces excluding fillet) and ex 02.01 A II (b) 5 (boned pieces, excluding fillet), intended, under customs supervision, for processing.

2. As long as a Member State avails itself of the authorization provided for in Article 3 paragraph 1 sub-paragraph 2, it shall, in respect of the other Member States, suspend collection of the levies applicable to imports of the products referred to in that sub-paragraph and of meat of domestic bovine cattle of sub-heading ex 02.01 A II of the

common customs tariff, intended, under customs supervision, for processing.

Article 5

Up to June 30, 1967, the Italian Republic shall, in respect of the other Member States, suspend collection of the customs duty applicable to the products referred to in Article 4(1).

Article 6

The present Regulation shall enter into force on the seventh day after publication in the *Journal Officiel des Communautés Européennes*.

The present Regulation shall be binding in all its parts and directly enforceable in all Member States.

Done at Brussels, February 21, 1967.

By the Council
The President
Ch. HEGER.

Imports from non-member countries to the EEC

THE *Board of Trade Journal* dated March 17, 1967, contained on pages 738/9 details of goods which under Article 115 of the Treaty of Rome will not benefit from Community treatment when imported from another member state.

The *Journal Officiel des Communautés Européennes* No. 46 of March 14, 1967 contains the text of Decision 67/168/CEE authorizing France to exclude from Community treatment imports from other member states of the following goods when they originate from Czechoslovakia.

Common Tariff No.	Products	Country of origin	Period of exception
64.02 ex B	Footwear with outer soles of rubber and uppers of other material (tennis and basket-ball shoes)	Czechoslovakia	Dec. 31, 1967

BELGIUM

Ban on imports of meat and live animals

A NOTICE which appeared on page 174 of the *Board of Trade Journal* of January 20 stated that because of the outbreak of foot and mouth disease in Hampshire, Belgium imposed a ban on imports of animals and animal products originating from an area roughly south of the Thames. This ban has now been lifted.

NORWAY

Tariff changes

THE NORWEGIAN authorities have announced the following tariff changes. Separate effective dates are shown.

Tariff	Commodity	Old Rate of Duty	Rate of Duty from January 1, 1967
Ex 51.01	Yarn of man-made fibres (rayon) of 60 denier or finer	2·00 Kr. per kg.	Free
Ex 84.06	Engine for auto-cycles and light weight motor cycles, with a cylinder volume not exceeding 100 c.c.	20% *ad val.*	Free*
Ex 87.02	Chassis for lorries for conversion to tractors for 'semi-trailers'	20% *ad val.*	Free*

Tariff No. with Norwegian sub-heading	Commodity	Old Rate of Duty	Rate of Duty from March 1, 1967
87.12 B 3	Coaster brake hubs for bicycles	8% *ad val.*	Free*

*Temporary suspension or reduction by administrative authority.

Inquiries about this notice should be addressed to Export Services Branch (Tariff Section) Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 458, 459, 461).

LEBANON

Customs tariff

THE FOLLOWING amendments have been made to the Lebanese Customs Tariff.

Heading No.	Description of Goods	Basis for collection	Normal Tariff
39.07	Articles of materials of the kinds described in headings Nos. 39.01 to 39.06:		
21	B. Water closet seats and lids the duty not to be less than:	Per seat *Ad valorem*	120 piastres 18%
55.05	Cotton yarn, not put up for retail sale (1):		
	A. Made from textile fibres, pure or mixed, obtained from waste and off-cuts of woven fabrics and used clothing the duty not to be less than	K.N. *Ad valorem*	30 piastres 14%
73.18	Tubes and pipes (and blanks therefor), of iron or steel other than articles falling under heading 73.19:		
11	C. Other: (1) Tubes and pipes of iron or steel, straight and welded, unworked or not further worked than simply tarred, painted or galvanized of an internal diameter of between 11 mm. inclusive and 70 mm. inclusive	*Ad valorem*	21%
32		*Ad valorem*	8%
39	(2) Other		
87.06	Parts and accessories of the motor vehicles and tractors falling within headings 87.01 to 87.03:		
12	A. Parts of bodies and fittings therefor: (1) Made of ordinary metals the duty not to be less than	K.N. *Ad valorem*	200 piastres 32%
19	(2) Other.	*Ad valorem*	32%
93.07	Bombs, grenades, torpedoes, mines, guided weapons and missiles and similar munitions of war and parts thereof: ammunition and parts thereof: including cartridge wads, lead shot prepared for ammunition:		
23	B. Other: (1) Shooting cartridges, charged or empty; including cartridge cases, wads and metal heads, pellets for spring, air or gas guns	*Ad valorem*	43%
28	(2) Other.	*Ad valorem*	18%

Correction:

The entry for heading No. 73.10 b published in the *Board of Trade Journal* on March 17, 1967 should have read as follows:

Heading No.	Description of Goods	Basis for collection	Normal Tariff
73.10 b	Iron and steel bars and rods	Per 1000 kilogrammes	£L.50 with a minimum duty of 17% *Ad valorem*

All inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 460/462).

RHODESIA

Tariff notices

THE BOARD OF TRADE wish to remind United Kingdom exporters that they will continue to publish notices of changes in the Customs Tariff in Rhodesia, despite the fact that trade between the United Kingdom and Rhodesia is restricted.

This is to ensure that, when normal trade is resumed, United Kingdom exporters will be aware of the rates of import duty which their exports to Rhodesia will attract.

Suspension of duty

THE CUSTOMS AND EXCISE (Suspension) (Amendment) Regulations, 1967 (No. 29), published as Rhodesia Notice No. 152 on March 10, amends the Customs and Excise (Suspension) Regulations, 1966 to the following extent:

	Effective Rate
FIRST SCHEDULE	
By the insertion of the following item:	
Ex 244 (a) Soda ash, in bulk	Free

MALAWI

Import control

THE MALAWI Ministry of Trade and Industry announced that, with effect from March 10, all imports of whisky, brandy and gin are controlled, and, subject to certain exceptions, these goods may in future be imported only by persons who possess an import licence issued by the Secretary for Trade and Industry.

Imports will be restricted to 75 per cent of imports during the comparable period of 1966, and the balance will be supplied by Malawi Distilleries.

An import licence *will not* be required by private persons in the following cases:

(i) A person over the age of 18 years who, in the opinion of the Controller of Customs and Excise, is a bona fide traveller from outside Malawi, may import without a licence an amount of whisky, brandy and gin not exceeding in the aggregate two reputed quarts provided the liquor accompanies him and is for his own consumption.

(ii) Persons classified as Diplomatic Agents may import for their own use without obtaining a licence.

(iii) Persons who can prove to the satisfaction of the Controller of Customs that the whisky, brandy and gin, entered for their own consumption, were actually shipped on or before March 9, 1967.

Malawi importers have been advised that a notice will shortly be published under the heading 'Supply News', setting out the method of obtaining quotas.

SIERRA LEONE

Import licensing regulation

GOVERNMENT NOTICE No. 439 published in the *Sierra Leone Gazette* dated March 16 amends, with effect from March 9, the list of items for which specific import licences are required (published in the *Board of Trade Journal*, November 4, 1966, page 1160) by the addition of the following item:

Customs Classification	Items
831-000	Suit cases (excluding leather, plastic and vinyl)

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 472).

REPUBLIC OF SOUTH AFRICA

Customs tariff change

TELEGRAPHIC ADVICE has been received from Cape Town of an increase in the basic customs duty on motor cars, introduced by the South African Budget proposals for 1967/68.

The increase relates to assembled motor cars and station wagons and similar dual-purpose motor vehicles covered by tariff heading 87.02.10, with the exception of racing cars with seating capacity for one person, and brings the basic duty payable up to 45 per cent *ad valorem*. The additional duties and maximum rate chargeable remain unchanged.

CEYLON

Payment of freight and insurance charges on imports

THE BOARD OF TRADE has received from Ceylon a copy of Import Control Notice No. 35/66 which states that all importers who are issued licences for the import of goods of any description whatsoever are notified that commencing with licences issued on letters of allocation dated March 31, 1967, and thereafter, the invoices in respect of goods imported on the import licences should separately specify the amount paid as freight and insurance.

The sale price of the goods charged by the supplier should be shown separately without the freight and insurance being added thereto as is the current general practice.

It is important that the cost of insurance and cost of freight should be shown as separate and independent items in the import documents.

All inquiries relating to this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, Room 346, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2642).

SINGAPORE

Pioneer Industries Ordinance

THE BOARD OF TRADE have been informed by cable that the Singapore Government has announced that, subject to representations made in writing to the Minister of Finance before April 24, 1967, it is proposed to declare the following industries and products to be Pioneer Industries and Pioneer Products under the Pioneer Industries (Relief from Income Tax) Ordinance, 1959:

Industry	Product
(A) Metal working.	Light gauge sections of iron and steel.
(B) (1) Manufacture of electric/electronic parts and components.	Capacitors.
(2) Manufacture and assembly of electronics sound equipment, all types.	Tape recorders, radiograms, all types; amplifiers, all types.

This notice means that the Minister of Finance is satisfied that the establishment and development of these industries in Singapore should be encouraged. Firms to which Pioneer Certificates are granted will enjoy the benefit of exemption from Singapore income tax for a period of from two to five years, depending on the amount of capital invested in Singapore.

Further inquiries about the Pioneer Industries legislation may be made to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2273), quoting reference CRE 6197/4/G.

MALAYSIA

Pioneer Industries Ordinance, 1958

THE Board of Trade have been informed by cable that the Malaysion Government has announced that, subject to objections made in writing to the Minister of Commerce and Industry before April 28, 1967, it is proposed to declare the following industry and product to be a Pioneer Industry and Pioneer Product under the Pioneer Industries (Relief from Income Tax) Ordinance, 1958:

Industry	Product
Food Manufacturing Industries	Freeze-drying of meat, vegetables, fruit and sea-foods

This means that it has been represented to the Minister of Commerce and Industry that it would be expedient in the public interest to encourage the development of freeze-drying of meat, vegetables, fruit and sea-foods in the States of Malaya. Firms to which Pioneer Industries Certificates are granted will enjoy the benefit of exemption from income tax for a period of from two to five years, depending on the amount of capital invested in Malaysia.

All inquiries regarding this notice should be made to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2273) quoting reference CRE 1237/G.

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room* 127, *Board of Trade,* 1 *Victoria Street, London, S.W.*1 (*Tel. Abbey* 7877, *Ext.* 2653/6) *and not to Her Majesty's Stationery Office.*

Tariff Advisory Board

THE MALAYSIAN Tariff Advisory Board have announced the dates and venues of the public inquiries to be held on the commodities which were listed in the notice on page 744 of the *Board of Trade Journal* dated March 17, 1967.

The public inquiries will be held in the Hearing Room of the Tariff Advisory Board, Hwa-Li Building, 63/65 Jalan Ampang, Kuala Lumpur, as follows:

Date	Time	Commodity
April 17, 1967	10.00 a.m.	Bicycles
April 18, 1967	10.00 a.m.	Carpets and Rolled Oats.
April 19, 1967	10.00 a.m.	Leather
April 20, 1967	10.00 a.m.	Bricks and Aerated Waters, etc.
April 21, 1967	10.00 a.m.	Lighting fittings.

Evidence will also be taken on all the commodities in the Kuching Rural District Council Chamber, Kuching, Sarawak, at 2.30 p.m. on April 24, 1967 and 10 a.m. on April 25, 1967; and in the State Development Operations Room, Jesselton, Sabah, at 10 a.m. on April 27, 1967.

Evidence at these inquiries may be given orally or in writing. It is preferable that evidence be given in writing.

At these inquiries, all witnesses will be required to present their oral evidence on oath and all written evidence will be required to be verified on oath or by statutory declaration.

NEW ZEALAND

1967/68 Import licensing schedule

THE NEW ZEALAND import licensing arrangements for the year July 1, 1967 to June 30, 1968 were published in Wellington on March 30. The principal features are:

There is no change in the list of items exempt from import licensing, and only minor changes in the list of goods which are virtually prohibited.

Licences for most of the goods for which a basic licence entitlement is allocated will be reduced to 80 per cent of the 1966/67 levels, but licences for heavyweight wool textiles will be cut to 75 per cent, with provision for additional licences if importers can show that they are needed.

Licences for spare parts for cars and machinery will in general be 100 per cent of 1966/67 licences, but licences for unassembled cars will be reduced to 80 per cent of their previous level.

The aggregation scheme, under which a licence-holder is issued with one licence covering certain classes of goods for which he previously held individual licences, remains unaltered, but otherwise there will be no provision for transfer between item codes.

Further details will be published as necessary when they become available.

Any inquiries should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2320).

HOW TO BUILD UP MAILING LISTS OF OVERSEAS BUYERS

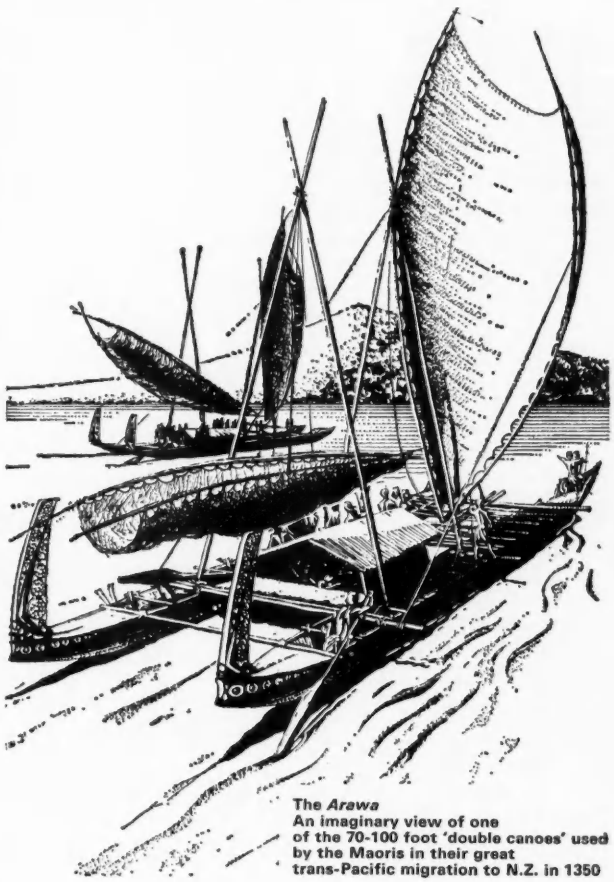
Lists of potential importers of certain British products in overseas countries are available to exporters from the Export Services Branch of the Board of Trade.

These lists, which are mainly of a non-technical nature, enable exporters to mail details of their products or new lines to potential buyers in all parts of the world at appropriate intervals.

Many firms have found that direct mail of this kind, limited to brief concrete details in the language of the country concerned, can become a valuable supplement to the efforts of the salesman overseas.

Inquiries for these lists of overseas importers, giving the type of goods involved and the countries to be covered, should be made to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757).

New Zealand wasn't too far away for its first traders



The *Arawa*
An imaginary view of one of the 70-100 foot 'double canoes' used by the Maoris in their great trans-Pacific migration to N.Z. in 1350

WHY SHOULD IT BE FOR YOU?

We have nearly 200 branches in New Zealand. They supply us with regular reports on local market conditions, on import and export needs. We know, or can find out for you, a lot of other things if you are thinking of doing business with—or just visiting—our country. Just ask us. Ask us, too, for our latest **Review of the Economic Situation in New Zealand.**

The National Bank
OF NEW ZEALAND LIMITED

Our London address: **8 Moorgate, London E.C.2 (Tel: MONarch 8311)**

AUSTRALIA

Tariff changes (including temporary duties)

DETAILS are given below of the changes made in the Australian Customs Tariff by Customs Tariff Proposals which came into effect on March 15 (tariff items falling within Chapters 69, 73 and 84) and March 17, 1967 (the remainder). Deletions from and additions to the Customs Tariff are shown by square brackets and italics respectively.

Tariff Item	Goods	Former Duties		New Duties	
		General	Preferential	General	Preferential
39.02	Polymerization and copolymerization products (including polyethylene, polytetrahaloethylenes, polysobutylene, polystyrene, polyvinyl chloride, polyvinyl acetate, polyvinyl chloroacetate and other polyvinyl derivatives, polyacrylic and polymethacrylic derivatives, coumarone-indene resins):				
39.02.4	Plates, sheets, strip, film, roll film and foil, whether or not printed or otherwise surface-worked but not cut to shape or otherwise worked, and articles of rectangular shape cut therefrom but not further worked:				
39.02.420	[adhesives, including adhesive tapes	42½%	17½%	No change (Under new item 39.02.421)	
39.02.430	Sausage cases]	Primage 5% Free	Free	No change (Under new item 39.02.430)	
39.02.42	*Adhesives, including adhesive tapes; sausage casings:*				
39.02.421	*Adhesives, including adhesive tapes*	No change (Under former item 39.02.420)		42½% Primage 5% Free	17½% Free
39.02.422	*Sausage casings*	No change (Under former item 39.02.430)			
39.02.430	*Corrugated plates, sheets or strip of the polyvinyl chloride type*	50% (Under former item 39.02.441)	32½%	$0·14 per lb.	$0·14 per lb. less 15%
		40% (Under former item 39.02.451)	25%		
39.02.44	Of the vinyl type, not being goods that: (a) Fall within a preceding paragraph in this sub-item; (b) Are of unplasticized material; (c) Are of a thickness greater than 2 millimetres; (d) Are made from expanded material; and (e) Are supported by another material:				
39.02.441	[Material, as follows: (i) Corrugated; (ii) Other than if the polyvinyl chloride type; or (iii) pressure sensitive adhesive	50%	32½%	No change (Under new item 39.02.441) $0·14 per lb.	$0·14 per lb. less 15%
39.02.442	Material not falling within sub-paragraph 39.02.441, as prescribed by by-law	50%	32½%	No change (Under new item 39.02.430)	
39.02.443	Material not printed and not falling within sub-paragraph 39.02.441 or 39.02.442	50%, and, except in respect of goods specified in note 4 to this Chapter, a temporary duty of 20%	32½%, and, except in respect of goods specified in note 4 to this Chapter, a temporary duty of 20%	No change (Under new item 39.02.442)	
39.02.449	Other]	50%, and, except in respect of goods specified in note 4 to this Chapter, a temporary duty of 20%, and $0·05 per sq. yd.	32½%, and, except in respect of goods specified in note 4 to this Chapter, a temporary duty of 20%, and $0·05 per sq. yd.	No change (Under new item 39.02.443)	
39.02.441	*Goods, other than of the polyvinyl chloride type; goods of the polyvinyl chloride type being pressure sensitive adhesive material*	No change (Under former item 39.02.441)		No change (Under new item 39.02.449)	
39.02.442	*Goods, not falling within sub-paragraph* 39.02.441, *as prescribed by by-law*	No change (Under former item 39.02.442)		50%	32½%
39.02.443	*Goods not printed and not falling within sub-paragraph* 39.02.441 *or* 39.02.442.	No change (Under former item 39.02.443)		50%, and a temporary duty of 20%	32½%, and a temporarl duty of 20%
39.02.449	*Other*	No change (Under former item 39.02.449)		50%, and a temporary duty of 20%, and $0·05 per sfl. yd.	32½%, and a temporary duty of 20% and $0·05 per sq. yd.
39.02.45	Of the vinyl type, not being goods that fall within a preceding paragraph in this sub-item :				
39.02.451	[Material, as follows: (a) Corrugated; (b) having a f.o.b. price of $0·80 or greater per pound; (c) of a thickness greater than 2 millimetres; (d) other than of the polyvinyl chloride type; (e) pressure sensitive adhesive; (f) supported by another material not being a textile fabric; or (g) unplasticized	40%	25%	No change (Under new item 39.02.451) $0·14 per lb.	$0·14 per lb. less 15%
39.02.452	Material not falling within sub-paragraph 39.02.451, as prescribed by by-law	40%	25%	(Under new item 39.02.430) No change (Under new item 39.02.452)	
39.02.459	Other]	40% and a temporary duty of $0·80 per lb. less 100% of f.o.b. price	25% and a temporary duty of $0·80 per lb. less 100% of f.o.b. price	No change (Under new item 39.02.459)	
39.02.451	*Goods other than of the polyvinyl chloride type; goods of the polyvinyl type, as follows:* (a) *Having a f.o.b. price of* $0·80 *or greater per pound;* (b) *of a thickness greater than* 2 *millimetres;* (c) *of pressure sensitive adhesive material;* (d) *supported by another material not being a textile fabric; or* (e) *of unplasticized material*			40%	25%
39.02.452	*Goods not falling within sub-paragraph* 39.02.451, *as prescribed by by-law*	No change (Under former item 39.02.452)		40%	25%
39.02.459	*Other*	No change (Under former item 39.02.459)		40%, and a temporary duty of $0·80 per lb., less 100% of the f.o.b. price	25%, and a temporary duty of $0·80 per lb., less 100% of the f.o.b. price
	After note 2 *to Chapter* 69 *insert the following note:* 3. *The following goods are specified for the purposes of paragraphs* 69.11.41, 69.11.49, 69.12.51 *and* 69.12.59, *that is to say goods that:* (a) *were in transit to Australia on January* 25, 1967; *and* (b) *are entered for home consumption within* 21 *days after importation.*				
	New sub-item:				
69.11.4	*Tableware of a kind commonly used for domestic purposes, not being goods falling within a preceding sub-item, as follows: dinner sets or services; utility sets or services; tea sets or services; coffee sets or services; cups; saucers; flat plates; deep plates:*				

Tariff Item	Goods	Former Duties		New Duties	
		General	Preferential	General	Preferential
69.11.410	*Dinner sets or services; utility sets or services; flat plates; deep plates*	30% (Under former item 69.11.900)	10%	30%, and a temporary duty of £0·15 per lb., less 100% of the f.o.b. price	10%, and a temporary duty of £0·15 per lb., less 100% of the f.o.b. price
69.11.490	*Other*	30% (Under former item 69.11.900)	10%	30%, and a temporary duty of £0·30 per lb., less 100% of the f.o.b. price	10%, and a temporary duty of £0·30 per lb., less 100% of the f.o.b. price
69.11.900	[Other]	30%	10%	No change (Under new item 69.11.900)	
				30%, and a temporary duty of £0·15 per lb., less 100% of the f.o.b. price	10%, and a temporary duty of £0·15 per lb., less 100% of the f.o.b. price
				(Under new item 69.11.410)	
				30%, and a temporary duty of £0·30 per lb., less 100% of the f.o.b. price	10%, and a temporary duty of £0·30 per lb., less 100% of the f.o.b. price
69.11.900	*Other*	No change (Under former item 69.11.900)		(Under new item 69.11.490) 30%	10%
	New sub-item:				
69.12.5	*Tableware of a kind commonly used for domestic purposes, not being goods falling within a preceding sub-item, as follows: dinner sets or services; utility sets or services; tea sets or services; coffee sets or services; cups; saucers; flat plates; deep plates:*				
69.12.510	*Dinner sets or services; utility sets or services; flat plates; deep plates*	40% (Under former item 69.12.900)	17½%	40%, and a temporary duty of £0·15 per lb., less 100% of the f.o.b. price	17½%, and a temporary duty of £0·15 per lb., less 100% of the f.o.b. price
69.12.590	*Other*	40% (Under former item 69.12.900)	17½%	40%, and a temporary duty of £0·30 per lb., less 100% of the f.o.b. price	17½%, and a temporary duty of £0·30 per lb., less 100% of the f.o.b. price
69.12.900	[Other]	40%	17½%	No change (Under new item 69.12.900)	
				40%, and a temporary duty of £0·15 per lb., less 100% of the f.o.b. price	17½%, and a temporary duty of £0·15 per lb., less 100% of the f.o.b. price
				(Under new item 69.12.510)	
				40%, and a temporary duty of £0·30 per lb., less 100% of the f.o.b. price	17½%, and a temporary duty of £0·30 per lb., less 100% of the f.o.b. price
69.12.900	*Other*	No change (Under former item 69.12.900)		(Under new item 69.12.590) 40%	17½%
73.35	Springs and leaves for springs, of iron or steel:				
73.35.700	[Suitable for use in engines of a kind falling within paragraph 84.06.32, 84.06.33 or 84.06.39]	42½%	25%	No change (Under new item 73.35.700) 42½%	25%
73.35.700	*Suitable for use in engines of a kind falling within paragraph* 84.06.39	No change (Under former item 73.35.700)			
84.06	Internal combustion piston engines:				
84.06.3	Air cooled spark ignition engines, not exceeding 10 brake horsepower, not falling within sub-item 84.06.1 or 84.06.2:				
84.06.320	[Four-cycle engines with horizontal driving shafts, not being engines falling within paragraph 84.06.31	42½%, or, if higher, £13 each; and a temporary duty of 17½%	25%; or, if higher, £13 each, less 17½%; and a temporary duty of 17½%	65%, or, if higher, £13 each	32½%, or, if higher, £13 each, less 32½%
84.06.330	Four-cycle engines not falling within paragraph 84.06.31 or 84.06.32	42½%, or, if higher, £13 each	25%; or, if higher, £13 each, less 17½%	(Under new item 84.06.390)	
84.06.390	Other]	42½%, or, if higher, £13 each	25%; or, if higher, £13 each, less 17½%		
84.06.390	*Other*	42½%, or, if higher, £13 each; and a temporary duty of 17½%	25%; or, if higher, £13 each, less 17½% and a temporary duty of 17½%	65%, or, if higher, £13 each	32½%, or, if higher, £13 each, less 32½%
		(Under former item 84.06.320)			
		42½%, or, if higher, £13 each	25%; or, if higher, £13 each, less 17½%		
		(Under former items 84.06.330; 390)			
84.06.5	Parts not falling within sub-item 84.06.1				
84.06.59	Other parts:				
84.06.592	[Suitable for use in engines of a kind falling within paragraph 84.06.32, 84.06.33 or 84.06.39]	42½%	25%	No change (Under new item 84.06.592) 42½%	25%
84.06.592	*Suitable for use in engines of a kind falling within paragraph* 84.06.39	No change (Under former item 84.06.592)			
84.10	Pumps (including motor pumps and turbo pumps) for liquids, whether or not fitted with measuring devices; liquid elevators of the bucket, chain, screw or band kind or of a similar kind:				
84.10.9	Other:				
84.10.91	Pumps of a kind commonly used in connection with the operation of internal combustion piston engines:				
84.10.913	[Suitable for use in engines of a kind falling within paragraph 84.06.32, 84.06.33 or 84.06.39]	42½%	25%	No change (Under new item 84.10.913) 42½%	25%
84.10.913	*Suitable for use in engines of a kind falling within paragraph* 84.06.39	No change (Under former item 84.10.913)			
84.18	Centrifuges; filtering and purifying machinery and apparatus (other than filter funnels, milk strainers and the like), for liquids or gases:				
84.18.9	Other:				
84.18.94	Of a kind commonly used for filtering lubricants, liquid fuels or air or gases used for combustion:				
84.18.945	[Suitable for use in engines of a kind falling within paragraph 84.06.32, 84.06.33 or 84.06.39]	42½%	25%	No change (Under new item 84.18.945) 42½%	25%
84.18.945	*Suitable for use in engines of a kind falling within paragraph* 84.06.39	No change (Under former item 84.18.945)			
84.63	Transmission shafts, cranks, bearing housings, plain shaft bearings, gears and gearing (including friction gears and gear-boxes and other variable speed gears), flywheels, pulleys and pulley blocks, clutches and shaft couplings:				
84.63.1	Of a kind suitable for incorporation in internal combustion piston engines:				
84.63.120	[Suitable for incorporation in engines of a kind falling within paragraph 84.06.32,84.06.33 or 84.06.39]	42½%	25%	No change	

Tariff Item	Goods	Former Duties		New Duties	
		General	Preferential	General	Preferential
84.63.120	*Suitable for incorporation in engines of a kind falling within paragraph* 84.06.39	No change (Under former item 84.63.120)		(Under new item 84.63.120) 42½%	25%
85.18	Electrical capacitors, fixed or variable:				
85.18.200	[For X-ray apparatus	7½%	Free	No change (Under new item 85.18.200)	
85.18.9	Other:				
85.18.91	Variable, including trimmers or padders:				
85.18.911	Of 0·0001 microfarad capacity or less	45%, or, if higher, $0·125 each	27½%, or, if higher, $0·075 each	No change (Under new item 85.18.320)	
85.18.912	Of capacities exceeding 0·0001 microfarad and not exceeding 0·001 microfarad; ganged capacitors that have one capacitor in the gang of a capacity exceeding 0·0001 microfarad and not exceeding 0·001 microfarad	45%, or, if higher, $0·262 per capacitor in the unit or gang	27½%, or, if higher, $0·112 per capacitor in the unit or gang	No change (Under new item 85.18.390) 45% (Under new item 85.18.900)	27½%
85.18.913	Parts for goods of a kind falling within sub-paragraph 85.18.911 or 85.18.912	45%	27½%	No change (Under new item 85.18.310) 45% (Under new item 85.18.900)	27½%
85.18.919	Other	100%	90%	45% (Under new item 85.18.900)	27½%
85.18.920	Fixed, power factor correction, having a rating of 1 kVar or higher	50%	22½%	45% (Under new item 85.18.900)	27½%
85.18.930	Electrolytic	100%	90%	45% (Under new item 85.18.900)	27½%
85.18.990	Other]	100%	90%	45% (Under new item 85.18.900) 45% (Under new item 85.18.400)	27½% 35%
85.18.200	*Capacitors as used in X-ray apparatus:*	No change (Under former item 85.18.200)		7½%	Free
85.18.3	*Capacitors (not being capacitors that fall within a preceding sub-item in this item), as follows:* (a) *variable capacitors including trimmers or padders, of capacities not exceeding 0·001 microfarad:* (b) *variable ganged capacitors that have one capacitor in the gang of a capacity exceeding 0·0001 microfarad and not exceeding 0·001 microfarad:*				
85.18.310	*Parts*	No change (Under former item 85.18.913)		45%	27½%
85.18.320	*Variable capacitors including trimmers or padders, of a capacity of 0·0001 microfarad or less*	No change (Under former item 85.18.911)		45%, or, if higher, $0·125 each	27½%, or, if higher, $0·075 each
85.18.390	*Other*	No change (Under former item 85.18.912)		45%, or, if higher, $0·262 per capacitor in the unit or gang	27½%, or, if higher, $0·112 per capacitor in the unit or gang
85.18.400	*Capacitors of a kind used as original components in the assembly or manufacture of vehicles of a kind falling within sub-item* 87.01.1, 87.02.1 *or* 87.03.9 *or paragraph* 87.14.11	100% (Under former item 85.18.990)	90%	45%	35%
85.18.900	*Other*	45%, or, if higher, $0·262 per capacitor in the unit or gang (Under former item 85.18.912) 50% (Under former item 85.18.920) 100% (Under former items 85.18.919; 930; 990)	27½%, or, if higher, $0·112 per capacitor in the unit or gang 22½% 90%	45%	27½%
87.12	Parts and accessories for goods of a kind falling within item 87.09, 87.10 or 87.11:				
87.12.2	For goods of a kind falling within item 87.10:				
	New paragraph.				
87.12.230	*Saddles and parts therefor, being goods of a kind used solely or principally with cycles of a kind falling within sub-item* 87.10.1	40% Primage 5% other than goods of leather (Under former item 87.12.291) 7½% (Under former item 87.12.299)	12½% Free	40%	30%
87.12.29	Other:				
87.12.291	[Of leather or rubber	40% Primage 5% other than goods of leather	12½%	No change (Under new item 87.12.291) 40% (Under new item 87.12.230)	30%
87.12.299	Of other materials]	7½%	Free	No change (Under new item 87.12.299) 40% (Under new item 87.12.230)	30%
87.12.291	*Of leather or rubber*	No change (Under former item 87.12.291)		40% Primage 5% other than goods of leather	12½%
87.12.299	*Of other materials*	No change (Under former item 87.12.299)		7½%	Free
97.01.2	Parts and accessories for goods of a kind falling within sub-item 97.01.1:				
97.01.210	[Of leather	40%	17½%	No change (Under new item 97.01.291) 40% (Under new item 97.01.210)	30%
97.01.220	Of rubber	40% Primage 5%	12½%	No change (Under new item 97.01.292) 40% (Under new item 97.01.210)	30%
97.01.290	Of other materials]	7½%	Free		
97.01.210	*Saddles and parts therefor*	40% (Under former item 97.01.210) 40% Primage 5% (Under former item 97.01.220) 7½% (Under former item 97.01.290)	17½% 12½% Free	40%	30%
97.01.29	*Other:*				
97.01.291	*Of leather*	No change (Under former item 97.01.210)		40%	17½%
97.01.292	*Of rubber*	No change (Under former item 97.01.220)		40% Primage 5%	12½%
97.01.299	*Of other materials*	No change (Under former item 97.01.290)		7½%	Free
26	[Vehicle components that are for a use of a kind referred to in item 24 in this Schedule, not being: (a) Goods specified in Note 5 to Chapter 87 in the First Schedule; or (b) precision ground steel ball bearings that fall within sub-item 84.62.2 in the First Schedule]	35%	27½%	No change (Under new item 26)	
26	*Vehicle components that are for a use of a kind referred to in item 24 in this Schedule, not being: (a) Goods specified in Note 5 to Chapter 87 in the First Schedule; (b) precision ground steel ball bearings to which sub-item 84.62.2 in the First Schedule applies; or (c) capacitors to which sub-item 85.18.4 in the First Schedule applies.*	No change (Under former item 26)		35%	27½%

CANADA

'Made in Canada' ruling

THE FOLLOWING rulings have been made in Canada for Canadian Customs purposes:

Of 'a class or kind made in Canada':
Automatic tying machines, also known as round steel strapping machines, which employ round or oval wire to secure bulky goods such as bales of pulp.
(Ruling effective April 28, 1967).

The above information is contained in Canadian Department of National Revenue Memorandum No. D51-4-1 dated March 28, 1967.

Of 'a class or kind made in Canada':
Hand guided power operated concrete trowelling machines.
(Ruling effective April 21, 1967).

The above information is contained in Canadian Department of National Revenue Memorandum No. D51-8-1 dated March 21, 1967.

CHILE

Import regulations

IT HAS BEEN reported by HM Embassy at Santiago, Chile, that at its Session No. 450, which took place on January 24, 1967, the Executive Committee of the Central Bank approved the following résumé of instructions about applications for import registrations. These instructions replace those published in the *Board of Trade Journal* dated August 12, 1966, page 447.

1. The ex-Works, f.a.s., f.o.b., c.f. or c.i.f. value of the goods must be declared, in accordance with the relative contract.
2. The f.o.b. value must be the actual cost of the goods at source plus freight, packing and other charges incurred in placing them on board the vessel which is to carry them to Chile.
   When shipment is f.o.b., the estimated freight and insurance charges must be declared. Their true values must be substantiated, at the time of application for exchange cover for remittance of payment, by means of bill of lading, mate's certificate, air way bill, insurance policy or certificate, etc., which gives the exact amounts paid in respect of freight and insurance.
   When the quotation covers delivery at any pre-f.o.b. stage (ex-Works, f.a.s., etc.) the expenses incurred in placing the goods on board the carrying vessel must be shown in the form of an estimate, the true value being subsequently substantiated as outlined in the previous paragraph.
3. When the goods are sold c.f., the estimated cost of insurance must be declared and the true amount eventually substantiated as already laid down in Paragraph 2.
   The c. and f. amounts may be estimated for the purpose of applying for the import registration but these cannot subsequently be increased without the consent of the Central Bank. In this event it shall not be necessary to show a breakdown into 'Cost of the goods' and 'Expenses incurred in placing the goods on board' but simply the f.o.b. price and the freight.
4. In the case of c.i.f. shipments, estimates can be made of the component f.o.b., freight and insurance charges, but these cannot be increased without the authority of the Central Bank. In this event it shall not be necessary to show a breakdown into 'Cost of the goods' and 'Expenses incurred in placing the goods on board' but simply the f.o.b. cost, the freight and the insurance.
5. In the case of imports from border countries effected by land routes, the f.o.b. cost declared shall be the cost of the goods placed on the Chilean frontier.
6. In order to facilitate the proper control of the foregoing, the following must be declared:

Cost of the goods	.....
Expenses until placed on board .	.....
Total f.o.b.	.....
Freight	.....
Insurance	.....
Total c.i.f.	.....
Total c.i.f. United States $	.....

7. No items for interest or financing charges may be included. Interest may be calculated within the limits allowed at the time remittance is made. In any case, if there are financing charges they must take the place of interest and be within the limits allowed for interest charges.
8. The following tolerances in excesses of registered values shall be permitted:
   (a) For ex-Works, f.a.s. and f.o.b. shipments – 5 per cent of the total c.i.f. value, up to a maximum of United States $1,000.
   (b) For c. and f. shipments – 20 per cent of the cost of insurance declared, up to a maximum of United States $100.
   (c) Notwithstanding the margins established in (a) and (b) the customs authorities may allow excesses in the volume or quantity of goods up to 5 per cent of the c.i.f. value up to a maximum of United States $1,000.
   (d) In registrations for bulk imports of fuel, lubricants, phosphate fertilizers and grain in bulk, a tolerance of 10 per cent may be permitted provided that the maximum increase in the c.i.f. cost does not exceed United States $10,000.
   (e) In registrations for import of cattle on the hoof for slaughter, made under provisional customs clearance, the tolerance may be 10 per cent of the registered c.i.f. cost, as determined by the weight purchased and that controlled at the time of customs clearance.
   (f) In the case of registrations of bulk imports of fuel and lubricants a margin of 1 per cent may be tolerated between the amount of the payment remitted and the cost stated in the customs clearance policy.
9. These new regulations, when they are more favourable, may may be applied to registrations effected previous to the date of their promulgation in the *Official Gazette.*

(*Continued on page* 909)

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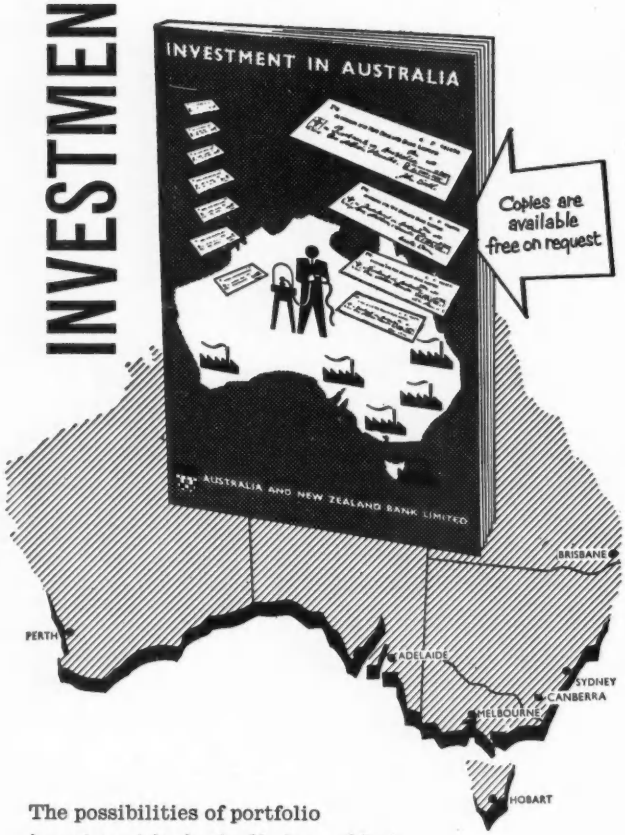

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Amendments to import list

THE FOLLOWING amendments should be made to the Chilean List of Permitted and Prohibited Imports, notice of which was given in the *Board of Trade Journal* of December 25, 1964. The percentage of prior deposit and tax surcharge payable (see Column 4) are the same unless otherwise stated.

Section	Group	Item	Tax/Deposit
V	30	Molasses	Dep. 10,000%
IX	46	Bacterine leptospira pomone for injections	6
	50	Ethyl alcohol	Dep. 10,000%
X	57/8	Automatic blind tubular aluminium rivets – POP	62
XI	63	Unbreakable plastic containers for making mixers of liquids, consisting of the container itself, the cover or lid, the impeller packing and magnetic disc	50
XII	66	Bodies for buses	Dep. 10,000%
		Complete taxibuses weighing not more than 15,000 lbs. and with 156 inches maximum distance between axles	Dep. 10,000%
XIII	79	Cash registers and electric typewriters	150

BRAZIL

Imports of phthalic anhydride

THE DUTY on sub-item 29.15.002 of the Customs Tariff has been reduced by Customs Policy Council Resolution No. 451 to 5 per cent *ad valorem* for imports of phthalic anhydride up to 2,400 metric tons, to be distributed according to the ruling of the Foreign Trade Department of the Bank of Brazil.

PERU

Amendments to import tariff

IT HAS BEEN REPORTED in the Peruvian Journal *El Peruano* of March 9, 1967, that Supreme Resolution No. 237-H has modified the nomenclature and duties of the under-mentioned items of the Import Tariff to read as follows:

Tariff No.	Description	Unit	Specific Duty Soles	Additional Duty *ad val.*
85.01	Electrical goods of the following descriptions:			
	Generators, motors, converters (rotary or static), transformers, rectifiers and rectifying apparatus, inductors:			
2	Single-phase alternating current motors, comprising a condenser, of a power of:			
2.01	Up to ½ h.p. inclusive	KG	10·000	30%
2.02	More than ½ h.p. inclusive	KG	60·00	30%
2.03	Between 1 and 2 h.p. inclusive	KG	45·00	30%
2.04	Between 2 and 3 h.p. inclusive	KG	30·00	30%
2.05	More than 3 h.p.	KG	20·00	30%
7	Parts and components:			
7.01	Of the machines and apparatus classified in sub-headings 1 and 4 above	KG	20·00	30%
7.02	Of the machines and apparatus classified in sub-headings 2 and 3 above	KG	60·00	30%
7.03	Of the apparatus classified in sub-heading 5 above	KG	5·00	30%
7.04	Of the apparatus classified in sub-heading 6 above	KG	15·00	30%

This decree comes into force on the day of publication in *El Peruano*. In respect of imports waiting for customs clearance, or in transit to the country on the date of operation of this Resolution will be cleared at the previous rates of duty provided a request for customs clearance is received within 15 days of their arrival in Peru.

Alpacas on the farm of Agro Ganadera Aurora SA in the Department of Puno, Peru, being dosed against worms with 'Loxon' exported by Cooper, McDougall & Robertson Ltd. of Berkhamsted, Herts., and marketed by Cooper-Peru SA of Lima. The farm lies between 4,300 *and* 5,000 *metres above sea-level and covers about* 48,000 *acres. It has* 11,000 *alpacas and* 3,500 *Corriedale sheep.*

Following the opening of their new operational showroom which featured the first warp knitting machinery to be made in the United Kingdom for two years, Platt Knitting Machinery Ltd., Burton-on-Trent, held an 'Open Fortnight' for all members of the trade. More than 150 *prospective customers visited the factory, and picture shows two of the visitors discussing the machinery on the final day. From the left are Mr. Denis Smith, Coates Smith Ltd., responsible for selling Platt's warp knitting machinery in the United Kingdom and Eire; Mr. John Smith, managing director, Gainsborough Cornard Ltd., an ICI company; Mr. Ellis Dykes, technical development, ICI Fibres, Pontypool; and Mr. C. B. Pringle, managing director, Platt Knitting Machinery Ltd.*

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MANCHESTER	Corn Exchange Buildings	'STONWIN'
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LIVERPOOL	Orleans House	'WINGATE'
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BARBADOS

Exemptions from import duties

THE BOARD OF TRADE have received copies of Orders which provide for the amendment of Part III of the First Schedule to the Barbados Customs Tariff (Table of Exemptions from Duty) in the following manner:

(i) by the deletion of Item 74 (Household effects) and the substitution therefor of the following:

Household effects

74. Household effects admitted as such by the Comptroller imported for personal use and not for sale or exchange, and which –

(i) are declared to have been in the use of the person importing the same for at least one year prior to importation; and

(ii) either accompany the person importing the same or are imported within two months before or after his arrival in the Island or within such further period as the Comptroller may deem reasonable provided that the articles would have been exempted from Customs duty had they accompanied the person importing the same.

(ii) by the insertion of the following immediately prior to Item 48 (Bullion and Coin):

Bottles other than such bottles as the Cabinet may for the purposes of this paragraph declare by notice published in the *Official Gazette* to be obtainable in the Island, when imported by or on behalf of a person engaged in the manufacture of toilet water on the certificate of such person, or if the person is a company, on the certificate of the secretary of the company, that the same are imported exclusively for bottling manufactured toilet water and subject to such conditions as to the keeping or rendering of accounts in respect of the use and disposal of such bottles as the Comptroller of Customs may require.

(iii) by the addition of the following new items:

Materials for use in the manufacture and packaging of liquid bleaches

192. Materials for use in the manufacture and packaging of liquid bleaches (that is to say, glass and plastic bottles, corrugated cartons, metal or plastic caps, liquid chlorine, caustic soda, bleach powder, soda ash, labels and advertising materials), other than such materials as the Cabinet may for the purposes of this paragraph declare by notice published in the *Official Gazette* to be obtainable in the Island, which are proved to the satisfaction of the Comptroller to have been imported by or on behalf of a person or company in this Island engaged in the manufacture and packaging of liquid bleaches, on the certificate of such person, or in the case of a company, on the certificate of the secretary of such company, that such materials are imported for use exclusively in the manufacture and packaging of liquid bleaches, subject to such conditions as to the keeping and rendering of accounts in respect of the use or disposal of such materials as the Comptroller may require.

Materials for use in the manufacture of toothpaste

193. Materials (i.e. propylene, glycol, glycerine, dicalcium phosphate, menthol, flavouring and packaging materials other than such articles as the Cabinet may for the purposes of this paragraph declare by notice published in the *Official Gazette* to be obtainable in the Island, which are proved to the satisfaction of the Comptroller to have been imported by or on behalf of a person or company in this Island, engaged in the manufacture of toothpaste in a factory employing not less than six persons, on the certificate of such person or in the case of a company on the certificate of the secretary of such company, that such materials are imported for use exclusively in the manufacture of toothpaste within such factory, subject to such conditions as to the keeping or rendering of accounts in respect of the use or disposal of such materials as the Comptroller may require.

(*Continued on next page*)

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BARBADOS, *continued*

Fish landed by vessels participating in United Nations Regional Caribbean Fisheries Development Project.

194. Fish brought to the Island by vessels participating in the United Nations Regional Caribbean Fisheries Development Project.

A further Order has made provision for Nil Preferential and 10 per cent General rates of duties to be applied in respect of the items appearing in the Schedule below, provided these items are to be imported for use exclusively in the manufacture of sanitary towels.

SCHEDULE

Wood pulp, non-woven fabric, glue, card boxes, card cartons.

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 471).

Industrial Incentives Act, 1963

THE following products have been declared 'approved products' for the purposes of the above law: Processed film; electroplated products and glass products.

A notice that consideration was being given to designate these products appeared in the *Board of Trade Journal* of September 9 and December 16, 1966, pages 662 and 1548 respectively.

Applications for approved status are processed by the Barbados Industrial Development Corporation, PO Box 250, Bridgetown, Barbados. It would be appreciated if firms writing to the Development Corpn. would copy their initial correspondence to the British High Commission, Commercial Department, PO Box 676c, Bridgetown, Barbados.

Inquiries about the above notice should be addressed to the Board of Trade, Commercial Relations and Exports Department, 1-19 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2627).

JAMAICA

Import licensing arrangements

THE LIST OF EXCEPTIONS to the Jamaican Open General Licence (see *Board of Trade Journal*, August 26, 1966, page 556) has been further amended by the deletion of item 136 (Sweeteners, artificial), and the substitution of the following:

136. Sweeteners, artificial (including Ammonium Saccharin, Calcium Cyclamate, Calcium Cyclohexyl Sulfamate, Calcium Saccharin, Magnesium Cyclamate, Magnesium Cyclohexyl Sulfamate, Potassium Cyclamate, Potassium Cyclohexyl Sulfamate, Saccharin, Sodium Cyclohexyl Sulfamate, Sodium Cyclamate, Sodium Saccharin, p-Ethoxy Phenyl Urea (Dulcin).

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 471).

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms, are published each week in the Board of Trade Journal *under the heading 'Information for Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Services Branch of the Board of Trade.*

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Index to statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

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Air transport:	
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British and Commonwealth chambers of commerce and other British business organizations overseas	11 Mar. 1966
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Directory of Board of Trade departments and their work	27 May 1966
ECGD local offices	24 Feb. 1967
Official Receivers' offices	16 Dec. 1966
United States consular offices in the UK	17 June 1966

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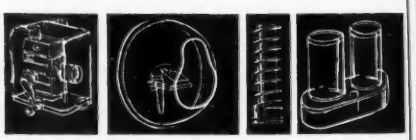

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Printed in England by Merritt & Hatcher Ltd., London. (K102) S.O. Code No. 72-3655.

BRITISH GOVERNMENT CONTRACTORS

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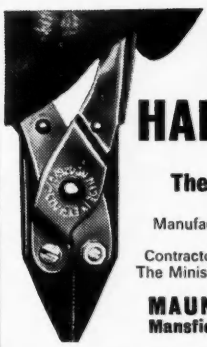

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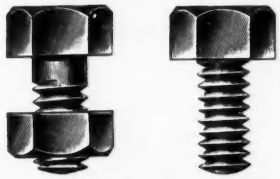

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